

KAJIMA FACT BOOK

2019.9 (Financial Year ending March 31, 2020)

| | | | |
|---------------------------------------|-----------|---|-------------|
| ■ Profile | p.1 | ■ Domestic Subsidiaries and Affiliates | p.10 |
| ■ Financial Summary (Consolidated) | p.2 | ■ Kajima Group - Japan | p.11 |
| ■ Financial Summary (Nonconsolidated) | p.3 | ■ Overseas Subsidiaries and Affiliates | p.12 |
| ■ Balance Sheets (Consolidated) | p.4 ~ p.5 | ■ Kajima Group - Overseas | p.13 |
| ■ Income Statements (Consolidated) | p.6 ~ p.7 | ■ Supplementary Information (Consolidated) | p.14 |
| ■ Income Statements (Nonconsolidated) | p.8 | ■ Supplementary Information (Nonconsolidated) | p.15 |
| ■ Business Segment (Consolidated) | p.9 | ■ Construction Contract Awards (Consolidated) | p.16 |
| | | ■ Contract Awards (Nonconsolidated) | p.17 ~ p.19 |
| | | ■ Revenues (Nonconsolidated) | p.20 |
| | | ■ Contract Backlogs (Nonconsolidated) | p.21 |

KAJIMA CORPORATION

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■ Profile

Company Name

KAJIMA CORPORATION

Corporate Philosophy

"As a group of individuals working together as one, we pursue creative progress and development founded on both rational, scientific principles and a humanitarian outlook, through which we strive to continually advance our business operations and contribute to society."

Established / Incorporated

Established in 1840 / Incorporated in 1930

Head Office

3-1, Motoakasaka 1-chome, Minato-ku, Tokyo 107-8388, Japan

Paid-in Capital (as of March 31, 2019)

Paid-in Capital ¥81,447 million

Number of Shares (as of March 31, 2019)

Authorized 1,250,000,000
Issued and Outstanding 528,656,011

Business Domain

Construction (Civil Engineering and Building Construction), Real Estate Development, Architectural Design, Civil Engineering Design, Engineering, and Other

Contract Awards (Financial Year ended March 31, 2019)

Consolidated (Construction) ¥2,010,147 million
Nonconsolidated ¥1,444,422 million

Revenues (Financial Year ended March 31, 2019)

Consolidated ¥1,974,269 million
Nonconsolidated ¥1,280,366 million

Ordinary Income (Financial Year ended March 31, 2019)

Consolidated ¥162,901 million
Nonconsolidated ¥132,504 million

Net Income Attributable to Owners of the Parent (Financial Year ended March 31, 2019)

Consolidated ¥109,839 million
Nonconsolidated ¥97,078 million

Total Assets (as of March 31, 2019)

Consolidated ¥2,091,175 million

Total Equity (as of March 31, 2019)

Consolidated ¥756,924 million

Staff Numbers (as of March 31, 2019)

Consolidated 18,297
Nonconsolidated 7,783

■ Financial Summary (Consolidated)

(Millions of Yen)

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|--|----------------------------|----------------------------|----------------------------|----------------------------|----------------------------|--------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| Construction Contract Awards | 1,474,855 | 852,439 | 1,795,875 | 968,938 | 1,728,300 | 759,329 | 1,685,971 | 752,097 | 2,010,147 | 801,335 |
| Revenues | 1,693,658 | 783,647 | 1,742,700 | 813,217 | 1,821,805 | 822,731 | 1,830,625 | 897,767 | 1,974,269 | 947,198 |
| Operating Income | 12,665 | 32,105 | 111,079 | 73,766 | 155,392 | 76,832 | 158,373 | 60,632 | 142,622 | 59,741 |
| Ordinary Income | 21,365 | 36,746 | 113,376 | 76,482 | 163,438 | 84,333 | 179,716 | 72,125 | 162,901 | 65,069 |
| Net Income Attributable to Owners of the Parent | 15,139 | 22,927 | 72,323 | 50,911 | 104,857 | 64,371 | 126,778 | 54,523 | 109,839 | 49,810 |
| Basic Net Income per Share (Yen) | 14.58 | 22.08 | 69.66 | 49.04 | 101.01 | 124.03 | 244.29 | 105.07 | 211.67 | 96.76 |
| ROE | 3.8% | - | 16.0% | - | 20.6% | - | 20.9% | - | 15.5% | - |
| Operating Margin | 0.7% | 4.1% | 6.4% | 9.1% | 8.5% | 9.3% | 8.7% | 6.8% | 7.2% | 6.3% |
| Total Assets | 1,839,259 | 1,794,241 | 1,886,781 | 1,772,278 | 1,992,822 | 1,916,844 | 2,051,226 | 1,975,511 | 2,091,175 | 2,082,032 |
| Owners' Equity | 434,915 | 438,358 | 471,295 | 474,721 | 548,533 | 604,676 | 666,020 | 716,331 | 753,278 | 769,983 |
| Total Equity | 436,952 | 440,524 | 474,051 | 477,908 | 552,552 | 608,357 | 669,795 | 719,712 | 756,924 | 773,423 |
| Owners' Equity Ratio | 23.6% | 24.4% | 25.0% | 26.8% | 27.5% | 31.5% | 32.5% | 36.3% | 36.0% | 37.0% |
| Owners' Equity per Share (Yen) | 418.86 | 422.20 | 453.93 | 457.34 | 528.46 | 1,165.14 | 1,283.38 | 1,380.44 | 1,451.66 | 1,502.17 |
| Interest-bearing Debt | 385,097 | 380,306 | 378,527 | 307,496 | 372,927 | 286,159 | 344,832 | 275,854 | 298,702 | 301,535 |
| D/E Ratio | 0.89 | 0.87 | 0.80 | 0.65 | 0.68 | 0.47 | 0.52 | 0.39 | 0.40 | 0.39 |
| Cash Dividends per Share (Yen) | 5.0 | 3.0 | 12.0 | 7.0 | 20.0 | 20.0 | 48.0 | 24.0 | 50.0 | 25.0 |
| No. of Shares Outstanding - Year-end (excluding treasury stock) | ('000 shares) 1,038,320 | ('000 shares) 1,038,281 | ('000 shares) 1,038,251 | ('000 shares) 1,038,006 | ('000 shares) 1,037,976 | ('000 shares) 518,974 | ('000 shares) 518,958 | ('000 shares) 518,915 | ('000 shares) 518,907 | ('000 shares) 512,581 |
| No. of Shares Outstanding - Average (excluding treasury stock) | ('000 shares) 1,038,358 | ('000 shares) 1,038,299 | ('000 shares) 1,038,282 | ('000 shares) 1,038,186 | ('000 shares) 1,038,088 | ('000 shares) 518,982 | ('000 shares) 518,974 | ('000 shares) 518,939 | ('000 shares) 518,924 | ('000 shares) 514,757 |
| Cash Flows - Operating Activities | 59,212 | 5,586 | 36,354 | 77,388 | 187,546 | 102,196 | 120,479 | 73,193 | 30,390 | 3,640 |
| Cash Flows - Investing Activities | 8,304 | -17,333 | -27,800 | -16,780 | -31,912 | -5,255 | -47,354 | 4,825 | -25,346 | -71,608 |
| Cash Flows - Financing Activities | -70,743 | -8,803 | -13,158 | -72,960 | -20,577 | -99,760 | -53,099 | -83,670 | -75,007 | -20,033 |

(Note)1. The company consolidated its shares at a rate of one share for every two shares, effective October 1, 2018.

Accordingly, the figures for FY2017 and FY2018 are calculated as if the consolidation of shares had been conducted at the beginning of FY2017.

2. From the beginning of FY2018, Kajima corporation has applied "Partial Amendments to Accounting Standard for Tax Effect Accounting" (ASBJ Statement No.28 issued on February 16, 2018). Accordingly, the figures for FY2017 were reclassified to reflect this change.

■ Financial Summary (Nonconsolidated)

(Millions of Yen)

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|----------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Contract Awards | 1,193,813 | 596,936 | 1,236,872 | 826,862 | 1,349,965 | 551,221 | 1,200,085 | 479,151 | 1,444,422 | 534,839 |
| Construction Contract Awards | 1,082,446 | 567,165 | 1,188,060 | 802,205 | 1,304,585 | 525,639 | 1,148,577 | 448,402 | 1,377,900 | 508,107 |
| Revenues | 1,141,014 | 530,216 | 1,166,147 | 550,658 | 1,203,845 | 523,256 | 1,165,175 | 570,346 | 1,280,366 | 627,853 |
| Operating Income | -18,076 | 20,898 | 86,977 | 63,172 | 124,494 | 68,307 | 135,188 | 51,972 | 120,291 | 50,787 |
| Ordinary Income | 1,666 | 21,390 | 81,683 | 66,826 | 128,524 | 76,309 | 146,284 | 63,526 | 132,504 | 56,555 |
| Net Income | 8,039 | 11,817 | 39,014 | 44,980 | 81,730 | 55,435 | 100,320 | 48,603 | 97,078 | 38,686 |
| Basic Net Income per Share (Yen) | 7.73 | 11.36 | 37.52 | 43.26 | 78.60 | 106.63 | 192.96 | 93.49 | 186.74 | 75.02 |
| Total Assets | 1,413,889 | 1,354,510 | 1,436,418 | 1,365,903 | 1,529,699 | 1,435,252 | 1,535,173 | 1,456,328 | 1,546,981 | 1,554,884 |
| Owners' Equity | 297,889 | 289,162 | 308,747 | 329,150 | 370,485 | 425,218 | 465,593 | 517,274 | 545,421 | 557,610 |
| Total Equity | 297,889 | 289,162 | 308,747 | 329,150 | 370,485 | 425,218 | 465,593 | 517,274 | 545,421 | 557,610 |
| Owners' Equity Ratio | 21.1% | 21.3% | 21.5% | 24.1% | 24.2% | 29.6% | 30.3% | 35.5% | 35.3% | 35.9% |
| Owners' Equity per Share (Yen) | 286.45 | 278.07 | 296.91 | 316.54 | 356.30 | 817.90 | 895.59 | 995.02 | 1,049.18 | 1,085.84 |
| Interest-bearing Debt | 305,966 | 288,210 | 295,373 | 225,369 | 287,681 | 203,307 | 262,818 | 181,804 | 203,102 | 211,087 |
| Gross Profit Margin | 2.7% | 8.4% | 11.8% | 16.0% | 14.8% | 18.1% | 16.5% | 14.0% | 14.2% | 12.9% |
| - Construction | 0.8% | 8.4% | 11.9% | 16.0% | 14.7% | 18.1% | 16.4% | 13.7% | 14.1% | 12.5% |
| - Civil Engineering | -0.1% | 12.6% | 14.6% | 19.0% | 18.2% | 27.0% | 21.2% | 16.4% | 19.0% | 12.7% |
| - Building Construction | 1.1% | 6.7% | 10.8% | 15.0% | 13.4% | 14.3% | 14.0% | 12.9% | 12.5% | 12.5% |
| - Real Estate and Other | 27.7% | 9.0% | 9.2% | 16.9% | 16.8% | 16.7% | 19.6% | 19.2% | 15.0% | 22.1% |

(Note)1. The company consolidated its shares at a rate of one share for every two shares, effective October 1, 2018.

Accordingly, the figures for FY2017 and FY2018 are calculated as if the consolidation of shares had been conducted at the beginning of FY2017.

2. From the beginning of FY2018, Kajima corporation has applied "Partial Amendments to Accounting Standard for Tax Effect Accounting" (ASBJ Statement No.28 issued on February 16, 2018).

Accordingly, the figures for FY2017 were reclassified to reflect this change.

■ Balance Sheets (Consolidated)

(Millions of Yen)

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|---|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| (Assets) | | | | | | | | | | |
| Current Assets | 1,122,746 | 1,088,452 | 1,198,473 | 1,122,649 | 1,304,646 | 1,198,208 | 1,293,861 | 1,212,574 | 1,322,397 | 1,265,179 |
| Cash and Deposits | 252,250 | 229,406 | 241,903 | 224,228 | 374,093 | 368,904 | 394,550 | 385,090 | 322,658 | 232,584 |
| Notes and Accounts Receivable - trade | 545,422 | 508,048 | 588,656 | 542,482 | 609,701 | 507,540 | 626,714 | 509,062 | 701,965 | 693,074 |
| Inventories - Real Estate for Sale | 45,401 | 52,632 | 57,282 | 51,691 | 58,038 | 65,851 | 71,240 | 72,295 | 68,136 | 74,586 |
| Inventories - Construction Projects in Progress | 71,815 | 87,938 | 85,039 | 99,041 | 92,273 | 103,006 | 54,079 | 57,661 | 52,050 | 57,320 |
| Inventories - Development Projects in Progress | 32,599 | 29,668 | 34,364 | 39,717 | 32,615 | 28,428 | 35,845 | 46,928 | 46,940 | 51,310 |
| Other Inventories | 10,049 | 14,724 | 14,390 | 18,504 | 16,409 | 19,045 | 17,892 | 24,449 | 21,523 | 21,755 |
| Other | 168,175 | 169,557 | 178,410 | 148,530 | 123,168 | 106,563 | 94,393 | 118,059 | 109,964 | 135,374 |
| Allowance for Doubtful Accounts | -2,969 | -3,522 | -1,572 | -1,545 | -1,654 | -1,132 | -853 | -974 | -841 | -826 |
| Noncurrent Assets | 716,513 | 705,788 | 688,308 | 649,628 | 688,176 | 718,636 | 757,364 | 762,936 | 768,778 | 816,852 |
| Property and Equipment | 347,222 | 358,879 | 350,749 | 340,343 | 353,645 | 348,221 | 340,929 | 322,792 | 331,699 | 380,850 |
| Land | 180,197 | 182,736 | 180,129 | 181,311 | - | - | - | - | 178,077 | 222,924 |
| Other | 167,024 | 176,143 | 170,619 | 159,032 | - | - | - | - | 153,622 | 157,926 |
| Intangible Assets | 5,220 | 7,768 | 7,356 | 7,683 | 8,418 | 10,219 | 10,541 | 11,660 | 11,661 | 10,917 |
| Investments and Other Assets | 364,071 | 339,140 | 330,202 | 301,601 | 326,112 | 360,194 | 405,894 | 428,484 | 425,416 | 425,085 |
| Investments in Securities | 304,849 | 278,784 | 270,301 | 245,717 | 264,755 | 282,174 | 294,485 | 324,300 | 326,255 | 338,022 |
| Other | 68,187 | 69,273 | 69,575 | 65,349 | 71,180 | 86,576 | 119,024 | 107,787 | 102,867 | 90,623 |
| Allowance for Doubtful Accounts | -8,965 | -8,916 | -9,673 | -9,465 | -9,822 | -8,556 | -7,615 | -3,603 | -3,705 | -3,560 |
| Total Assets | 1,839,259 | 1,794,241 | 1,886,781 | 1,772,278 | 1,992,822 | 1,916,844 | 2,051,226 | 1,975,511 | 2,091,175 | 2,082,032 |

Note: From the beginning of FY2018, Kajima corporation has applied "Partial Amendments to Accounting Standard for Tax Effect Accounting" (ASBJ Statement No.28 issued on February 16, 2018).

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■ Balance Sheets (Consolidated) - continued

(Millions of Yen)

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|--|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| (Liabilities) | | | | | | | | | | |
| Current Liabilities | 1,047,257 | 1,008,736 | 1,082,708 | 970,227 | 1,117,072 | 1,018,659 | 1,103,651 | 983,850 | 1,062,323 | 1,037,314 |
| Notes and Accounts Payable - trade | 539,811 | 483,206 | 517,266 | 472,636 | 517,834 | 461,086 | 509,027 | 476,038 | 530,420 | 496,621 |
| Short-term Loans Payable | 122,322 | 96,091 | 84,890 | 79,872 | 89,270 | 89,826 | 89,357 | 106,954 | 104,913 | 104,687 |
| Commercial Paper | 53,700 | 66,000 | 80,000 | - | 75,000 | - | 61,000 | - | 35,000 | 43,000 |
| Current Portion of Bonds Payable | 10,000 | 20,000 | 20,000 | 30,000 | 20,000 | 20,000 | 30,000 | 10,000 | - | - |
| Income Taxes Payable | - | - | 30,798 | 20,720 | - | - | 28,786 | 20,935 | - | - |
| Advances Received on Construction Projects in Progress | 104,846 | 142,523 | 155,468 | 201,648 | 210,429 | 229,171 | 187,647 | 174,259 | 146,075 | 161,462 |
| Provision | - | - | - | - | 19,133 | 21,614 | 20,047 | 20,626 | 34,346 | 29,461 |
| Provision for Loss on Construction Projects in Progress | 58,195 | 50,675 | 45,432 | 21,819 | - | - | - | - | - | - |
| Other Provision | 5,840 | 5,966 | 5,373 | 6,480 | - | - | - | - | - | - |
| Other | 152,540 | 144,272 | 143,478 | 137,049 | 185,404 | 196,959 | 177,784 | 175,035 | 211,567 | 202,080 |
| Long-Term Liabilities | 355,050 | 344,980 | 330,021 | 324,142 | 323,197 | 289,827 | 277,779 | 271,949 | 271,928 | 271,294 |
| Bonds Payable | 70,000 | 60,000 | 60,000 | 60,000 | 60,000 | 50,000 | 40,000 | 40,000 | 40,000 | 40,000 |
| Long-term Loans Payable | 129,074 | 138,215 | 133,636 | 137,623 | 128,656 | 126,332 | 124,474 | 118,900 | 118,789 | 113,848 |
| Liability for Retirement Benefits | 53,697 | 52,907 | 55,551 | 55,980 | 56,064 | 56,829 | 57,705 | 58,490 | 60,191 | 60,986 |
| Other | 102,278 | 93,857 | 80,834 | 70,537 | 78,475 | 56,666 | 55,599 | 54,558 | 52,948 | 56,458 |
| Total Liabilities | 1,402,307 | 1,353,716 | 1,412,730 | 1,294,369 | 1,440,270 | 1,308,487 | 1,381,430 | 1,255,799 | 1,334,251 | 1,308,608 |
| (Equity) | | | | | | | | | | |
| Shareholders' Equity | 283,593 | 302,103 | 351,943 | 393,334 | 440,079 | 491,038 | 544,378 | 583,905 | 625,167 | 651,086 |
| Common Stock | 81,447 | 81,447 | 81,447 | 81,447 | 81,447 | 81,447 | 81,447 | 81,447 | 81,447 | 81,447 |
| Capital Surplus | 45,304 | 45,304 | 45,304 | 45,304 | 45,304 | 45,304 | 45,304 | 44,874 | 43,267 | 43,367 |
| Retained Earnings | 163,104 | 181,637 | 231,499 | 273,066 | 319,834 | 370,818 | 424,194 | 464,213 | 507,094 | 542,687 |
| Treasury Stock | -6,262 | -6,285 | -6,307 | -6,483 | -6,505 | -6,531 | -6,567 | -6,629 | -6,641 | -16,416 |
| Accumulated Other Comprehensive Income (Loss) | 151,321 | 136,254 | 119,351 | 81,386 | 108,453 | 113,638 | 121,642 | 132,426 | 128,110 | 118,897 |
| Unrealized Gain (Loss) on Available-for-sale Securities | 106,662 | 87,676 | 82,587 | 67,400 | 79,329 | 91,556 | 97,468 | 115,468 | 111,417 | 107,721 |
| Deferred Gain (Loss) on Derivatives under Hedge Accounting | -498 | -559 | -724 | -689 | -409 | -306 | -223 | -571 | -371 | -262 |
| Revaluation Surplus of Land | 20,834 | 23,519 | 20,196 | 20,196 | 20,108 | 20,011 | 18,663 | 18,637 | 18,618 | 18,605 |
| Foreign Currency Translation Adjustments | 24,472 | 25,765 | 19,485 | -3,445 | 10,952 | 3,847 | 7,224 | 238 | 249 | -5,338 |
| Defined Retirement Benefit Plans | -149 | -146 | -2,193 | -2,074 | -1,527 | -1,470 | -1,491 | -1,347 | -1,802 | -1,829 |
| Noncontrolling Interests | 2,037 | 2,166 | 2,756 | 3,187 | 4,018 | 3,680 | 3,774 | 3,380 | 3,646 | 3,440 |
| Total Equity | 436,952 | 440,524 | 474,051 | 477,908 | 552,552 | 608,357 | 669,795 | 719,712 | 756,924 | 773,423 |
| Total Liabilities and Equity | 1,839,259 | 1,794,241 | 1,886,781 | 1,772,278 | 1,992,822 | 1,916,844 | 2,051,226 | 1,975,511 | 2,091,175 | 2,082,032 |

Note: From the beginning of FY2018, Kajima corporation has applied "Partial Amendments to Accounting Standard for Tax Effect Accounting" (ASBJ Statement No.28 issued on February 16, 2018).

Accordingly, the consolidated and nonconsolidated figures for FY2017 were reclassified to reflect this change.

Income Statements (Consolidated)

(Millions of Yen)

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|--|-----------|---------|-----------|---------|-----------|---------|-----------|---------|-----------|---------|
| Revenues | 1,693,658 | 783,647 | 1,742,700 | 813,217 | 1,821,805 | 822,731 | 1,830,625 | 897,767 | 1,974,269 | 947,198 |
| Construction Projects | 1,480,106 | 713,615 | 1,581,042 | 733,648 | 1,602,054 | 736,635 | 1,645,461 | 805,317 | 1,776,346 | 853,148 |
| Real Estate and Other | 213,551 | 70,031 | 161,657 | 79,568 | 219,751 | 86,096 | 185,163 | 92,449 | 197,923 | 94,049 |
| Cost of Revenues | 1,596,939 | 710,494 | 1,543,601 | 696,821 | 1,574,741 | 699,646 | 1,571,701 | 786,613 | 1,723,098 | 834,111 |
| Construction Projects | 1,432,587 | 651,620 | 1,408,833 | 632,153 | 1,397,045 | 629,020 | 1,421,640 | 710,878 | 1,559,913 | 759,351 |
| Real Estate and Other | 164,351 | 58,874 | 134,767 | 64,667 | 177,696 | 70,626 | 150,061 | 75,735 | 163,184 | 74,760 |
| Gross Profit | 96,719 | 73,152 | 199,099 | 116,396 | 247,063 | 123,085 | 258,923 | 111,153 | 251,171 | 113,086 |
| | 5.7% | 9.3% | 11.4% | 14.3% | 13.6% | 15.0% | 14.1% | 12.4% | 12.7% | 11.9% |
| Construction Projects | 47,519 | 61,994 | 172,208 | 101,494 | 205,009 | 107,615 | 223,820 | 94,439 | 216,432 | 93,797 |
| | 3.2% | 8.7% | 10.9% | 13.8% | 12.8% | 14.6% | 13.6% | 11.7% | 12.2% | 11.0% |
| Real Estate and Other | 49,199 | 11,157 | 26,890 | 14,901 | 42,054 | 15,469 | 35,102 | 16,714 | 34,738 | 19,289 |
| | 23.0% | 15.9% | 16.6% | 18.7% | 19.1% | 18.0% | 19.0% | 18.1% | 17.6% | 20.5% |
| Selling, General and Administrative Expenses | 84,053 | 41,046 | 88,019 | 42,629 | 91,671 | 46,252 | 100,550 | 50,520 | 108,548 | 53,344 |
| | 5.0% | 5.2% | 5.0% | 5.2% | 5.1% | 5.7% | 5.4% | 5.6% | 5.5% | 5.6% |
| Operating Income | 12,665 | 32,105 | 111,079 | 73,766 | 155,392 | 76,832 | 158,373 | 60,632 | 142,622 | 59,741 |
| | 0.7% | 4.1% | 6.4% | 9.1% | 8.5% | 9.3% | 8.7% | 6.8% | 7.2% | 6.3% |
| Nonoperating Income | 16,194 | 9,137 | 16,201 | 8,249 | 17,010 | 10,678 | 26,761 | 14,626 | 26,552 | 9,115 |
| Interest / Dividends Income | 7,473 | 4,548 | 7,606 | 4,889 | 9,278 | 4,290 | 8,328 | 5,457 | 9,955 | 5,535 |
| Equity in Earnings of Unconsolidated Subsidiaries and Affiliates | 1,030 | 2,800 | 3,825 | 1,084 | 2,282 | 1,054 | 3,421 | 1,261 | 3,179 | - |
| Equity in Earnings of Partnership | 2,528 | - | 1,723 | - | 2,201 | - | 5,231 | 1,988 | 6,920 | 1,807 |
| Reversal of allowance for doubtful accounts | - | - | - | - | - | - | - | 3,951 | 3,122 | - |
| Other | 5,162 | 1,788 | 3,045 | 2,276 | 3,248 | 5,333 | 9,780 | 1,968 | 3,373 | 1,773 |
| Nonoperating Expenses | 7,494 | 4,496 | 13,904 | 5,533 | 8,964 | 3,177 | 5,419 | 3,134 | 6,273 | 3,787 |
| Interest Expense | 4,918 | 2,214 | 4,365 | 1,877 | 3,893 | 1,636 | 3,349 | 1,670 | 3,432 | 1,822 |
| Equity in Losses of Unconsolidated Subsidiaries and Affiliates | - | - | - | - | - | - | - | - | - | 608 |
| Provision for Doubtful Accounts | - | - | 174 | - | 273 | - | - | - | - | - |
| Foreign Currency Exchange Loss | - | - | 1,482 | 1,729 | - | 715 | - | - | - | - |
| Compensation Expenses | - | - | 4,333 | - | - | - | - | - | - | - |
| Loss on Investments in Silent Partner | - | - | - | - | - | - | - | - | 767 | - |
| Other | 2,576 | 2,282 | 3,548 | 1,927 | 4,797 | 825 | 2,069 | 1,463 | 2,073 | 1,356 |
| Ordinary Income | 21,365 | 36,746 | 113,376 | 76,482 | 163,438 | 84,333 | 179,716 | 72,125 | 162,901 | 65,069 |
| | 1.3% | 4.7% | 6.5% | 9.4% | 9.0% | 10.3% | 9.8% | 8.0% | 8.3% | 6.9% |

■ Income Statements (Consolidated) - continued

(Millions of Yen)

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|---|--------|--------|---------|--------|---------|--------|---------|--------|---------|--------|
| Extraordinary Income | 19,565 | 516 | 5,186 | 396 | 641 | 4,891 | 5,337 | 3,793 | 4,628 | 4,897 |
| Extraordinary Losses | 1,127 | 1,667 | 10,037 | 184 | 1,895 | 264 | 7,415 | 401 | 10,055 | 366 |
| Income before Income Taxes | 39,803 | 35,595 | 108,524 | 76,694 | 162,185 | 88,960 | 177,638 | 75,517 | 157,474 | 69,601 |
| Income Taxes - Current | 7,171 | 7,643 | 33,388 | 19,131 | 44,595 | 17,096 | 46,786 | 21,286 | 39,412 | 19,509 |
| Income Taxes - Deferred | 15,530 | 4,821 | 2,370 | 6,413 | 11,293 | 7,494 | 4,300 | -560 | 7,883 | 99 |
| Total Income Taxes | 22,702 | 12,464 | 35,758 | 25,544 | 55,889 | 24,590 | 51,086 | 20,725 | 47,296 | 19,609 |
| Net Income | 17,100 | 23,130 | 72,766 | 51,149 | 106,296 | 64,370 | 126,551 | 54,791 | 110,178 | 49,991 |
| Net Income Attributable to Noncontrolling Interests | 1,961 | 203 | 442 | 238 | 1,438 | -1 | -226 | 268 | 339 | 180 |
| Net Income Attributable to Owners of the Parent | 15,139 | 22,927 | 72,323 | 50,911 | 104,857 | 64,371 | 126,778 | 54,523 | 109,839 | 49,810 |
| | 0.9% | 2.9% | 4.2% | 6.3% | 5.8% | 7.8% | 6.9% | 6.1% | 5.6% | 5.3% |

Extraordinary Loss Details

| | | | | | | | | | | |
|--|-----|-------|-------|-----|-----|-----|-------|-----|-------|-----|
| Loss on Sales of Noncurrent Assets | 77 | - | 43 | - | 10 | - | 20 | 238 | 240 | - |
| Loss on Disposals of Noncurrent Assets | 236 | 117 | 315 | 108 | 664 | 165 | 288 | 124 | 371 | 285 |
| Loss on Reduction of Noncurrent Assets | - | - | - | - | - | - | 317 | - | - | - |
| Loss on Sales of Investment Securities | 63 | - | 18 | - | 52 | - | 6 | - | 5 | - |
| Valuation Loss on Investment Securities | 16 | - | 14 | - | 354 | - | 2 | - | 630 | - |
| Loss on Liquidation of Subsidiaries and Affiliates | - | - | - | - | - | - | 1 | - | - | - |
| Loss on Impairment of Long-Lived Assets | 447 | 1,526 | 8,645 | - | 706 | 54 | 6,647 | - | 66 | - |
| Litigation Settlement | 101 | - | 1,000 | 47 | 107 | - | 130 | - | 38 | - |
| Loss on Revision of Retirement Benefit Plan | 184 | - | - | - | - | - | - | - | - | - |
| Provision for loss on Anti-Monopoly Act | - | - | - | - | - | - | - | - | 8,702 | - |
| Other | - | 23 | - | 28 | - | 44 | - | 38 | - | 80 |

Income Statements (Nonconsolidated)

(Millions of Yen)

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|--|-----------|---------|-----------|---------|-----------|---------|-----------|---------|-----------|---------|
| Revenues | 1,141,014 | 530,216 | 1,166,147 | 550,658 | 1,203,845 | 523,256 | 1,165,175 | 570,346 | 1,280,366 | 627,853 |
| Construction Projects | 1,057,271 | 516,664 | 1,132,062 | 533,043 | 1,132,007 | 504,946 | 1,119,266 | 546,263 | 1,229,158 | 606,944 |
| Real Estate and Other | 83,742 | 13,552 | 34,085 | 17,615 | 71,838 | 18,309 | 45,909 | 24,083 | 51,207 | 20,908 |
| Cost of Revenues | 1,109,638 | 485,750 | 1,028,654 | 462,610 | 1,025,639 | 428,585 | 972,745 | 490,684 | 1,099,081 | 547,138 |
| Construction Projects | 1,049,090 | 473,424 | 997,705 | 447,975 | 965,889 | 413,335 | 935,857 | 471,220 | 1,055,563 | 530,850 |
| Real Estate and Other | 60,547 | 12,326 | 30,949 | 14,634 | 59,749 | 15,250 | 36,888 | 19,463 | 43,518 | 16,287 |
| Gross Profit | 31,376 | 44,465 | 137,492 | 88,047 | 178,206 | 94,670 | 192,429 | 79,661 | 181,284 | 80,715 |
| | 2.7% | 8.4% | 11.8% | 16.0% | 14.8% | 18.1% | 16.5% | 14.0% | 14.2% | 12.9% |
| Construction Projects | 8,180 | 43,239 | 134,356 | 85,067 | 166,117 | 91,611 | 183,409 | 75,042 | 173,595 | 76,093 |
| | 0.8% | 8.4% | 11.9% | 16.0% | 14.7% | 18.1% | 16.4% | 13.7% | 14.1% | 12.5% |
| Real Estate and Other | 23,195 | 1,225 | 3,135 | 2,980 | 12,088 | 3,059 | 9,020 | 4,619 | 7,689 | 4,621 |
| | 27.7% | 9.0% | 9.2% | 16.9% | 16.8% | 16.7% | 19.6% | 19.2% | 15.0% | 22.1% |
| Selling, General and Administrative Expenses | 49,453 | 23,567 | 50,514 | 24,875 | 53,711 | 26,363 | 57,241 | 27,689 | 60,992 | 29,927 |
| | 4.3% | 4.4% | 4.3% | 4.5% | 4.5% | 5.0% | 4.9% | 4.9% | 4.8% | 4.8% |
| Operating Income | -18,076 | 20,898 | 86,977 | 63,172 | 124,494 | 68,307 | 135,188 | 51,972 | 120,291 | 50,787 |
| | -1.6% | 3.9% | 7.5% | 11.5% | 10.3% | 13.1% | 11.6% | 9.1% | 9.4% | 8.1% |
| Nonoperating Income | 27,371 | 4,605 | 8,081 | 7,271 | 11,154 | 10,016 | 14,648 | 13,606 | 16,205 | 7,836 |
| Nonoperating Expenses | 7,627 | 4,114 | 13,375 | 3,617 | 7,123 | 2,013 | 3,552 | 2,053 | 3,992 | 2,068 |
| Ordinary Income | 1,666 | 21,390 | 81,683 | 66,826 | 128,524 | 76,309 | 146,284 | 63,526 | 132,504 | 56,555 |
| | 0.1% | 4.0% | 7.0% | 12.1% | 10.7% | 14.6% | 12.6% | 11.1% | 10.3% | 9.0% |
| Extraordinary Income | 19,389 | 380 | 1,040 | 766 | 910 | 429 | 523 | 3,116 | 3,934 | 9 |
| Extraordinary Losses | 617 | 1,644 | 12,556 | 242 | 1,819 | 174 | 5,312 | 318 | 1,156 | 2,494 |
| Income before Income Taxes | 20,438 | 20,126 | 70,167 | 67,350 | 127,615 | 76,564 | 141,495 | 66,323 | 135,282 | 54,069 |
| Income Taxes | 12,398 | 8,308 | 31,153 | 22,369 | 45,885 | 21,128 | 41,174 | 17,720 | 38,203 | 15,383 |
| Net Income | 8,039 | 11,817 | 39,014 | 44,980 | 81,730 | 55,435 | 100,320 | 48,603 | 97,078 | 38,686 |
| | 0.7% | 2.2% | 3.3% | 8.2% | 6.8% | 10.6% | 8.6% | 8.5% | 7.6% | 6.2% |

■ Business Segment (Consolidated)

(Millions of Yen)

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|---|-----------|---------|-----------|---------|-----------|---------|-----------|---------|-----------|-----------|
| 1 Civil Engineering (Kajima Corporation) | | | | | | | | | | |
| Revenues | 276,430 | 145,131 | 307,964 | 130,615 | 296,857 | 153,016 | 366,588 | 131,886 | 301,063 | 137,133 |
| Operating Income | -15,591 | 10,761 | 28,846 | 16,338 | 35,994 | 32,142 | 57,404 | 11,898 | 35,235 | 6,878 |
| 2 Building Construction (Kajima Corporation) | | | | | | | | | | |
| Revenues | 780,841 | 371,533 | 824,097 | 402,427 | 835,149 | 351,929 | 752,677 | 414,376 | 928,095 | 469,810 |
| Operating Income | -23,476 | 9,900 | 57,437 | 44,878 | 78,610 | 34,193 | 70,934 | 36,584 | 79,626 | 40,389 |
| 3 Real Estate and Other (Kajima Corporation) | | | | | | | | | | |
| Revenues | 83,742 | 13,552 | 34,085 | 17,615 | 71,838 | 18,309 | 45,909 | 24,083 | 51,207 | 20,908 |
| Operating Income | 20,990 | 236 | 693 | 1,955 | 9,888 | 1,970 | 6,849 | 3,489 | 5,430 | 3,519 |
| 4 Domestic Subsidiaries and Affiliates | | | | | | | | | | |
| Revenues | 366,473 | 168,933 | 364,637 | 162,442 | 361,190 | 164,207 | 363,948 | 171,537 | 389,637 | 185,879 |
| Operating Income | 19,127 | 8,232 | 20,639 | 6,935 | 19,594 | 5,524 | 16,299 | 5,749 | 16,522 | 8,250 |
| 5 Overseas Subsidiaries and Affiliates | | | | | | | | | | |
| Revenues | 340,139 | 162,980 | 367,963 | 167,860 | 400,988 | 197,711 | 437,130 | 222,700 | 455,978 | 208,415 |
| Operating Income | 11,172 | 2,836 | 7,502 | 3,560 | 11,683 | 1,971 | 1,687 | 3,282 | 6,283 | 1,606 |
| 6 Total (1+2+3+4+5) | | | | | | | | | | |
| Revenues | 1,847,627 | 862,130 | 1,898,748 | 880,962 | 1,966,024 | 885,176 | 1,966,254 | 964,584 | 2,125,982 | 1,022,147 |
| Operating Income | 12,223 | 31,968 | 115,119 | 73,667 | 155,771 | 75,803 | 153,175 | 61,005 | 143,097 | 60,644 |
| 7 Reconciliations | | | | | | | | | | |
| Revenues | -153,969 | -78,483 | -156,047 | -67,744 | -144,219 | -62,444 | -135,628 | -66,817 | -151,713 | -74,949 |
| Operating Income | 442 | 137 | -4,040 | 98 | -379 | 1,029 | 5,197 | -372 | -474 | -903 |
| 8 Consolidated Results | | | | | | | | | | |
| Revenues | 1,693,658 | 783,647 | 1,742,700 | 813,217 | 1,821,805 | 822,731 | 1,830,625 | 897,767 | 1,974,269 | 947,198 |
| Operating Income | 12,665 | 32,105 | 111,079 | 73,766 | 155,392 | 76,832 | 158,373 | 60,632 | 142,622 | 59,741 |

■ Domestic Subsidiaries and Affiliates

(Millions of Yen)

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Construction Contract Awards | 206,804 | 105,483 | 197,037 | 112,721 | 202,031 | 110,931 | 210,359 | 96,004 | 203,202 | 105,455 |
| Revenues | 371,133 | 171,044 | 368,333 | 163,314 | 363,302 | 165,512 | 366,700 | 173,188 | 393,774 | 188,335 |
| Construction Projects | 206,136 | 90,345 | 197,506 | 79,051 | 184,875 | 82,858 | 189,146 | 84,932 | 201,011 | 99,958 |
| Real Estate and Other | 164,997 | 80,699 | 170,826 | 84,263 | 178,426 | 82,654 | 177,553 | 88,255 | 192,763 | 88,376 |
| Cost of Revenues | 334,780 | 154,035 | 329,410 | 147,762 | 326,190 | 151,012 | 332,299 | 158,331 | 358,591 | 170,581 |
| Construction Projects | 186,390 | 80,898 | 176,325 | 71,531 | 166,157 | 76,300 | 172,827 | 77,800 | 183,315 | 90,870 |
| Real Estate and Other | 148,389 | 73,136 | 153,085 | 76,231 | 160,033 | 74,712 | 159,472 | 80,530 | 175,275 | 79,710 |
| Gross Profit | 36,353 | 17,009 | 38,922 | 15,552 | 37,111 | 14,499 | 34,400 | 14,857 | 35,183 | 17,754 |
| | 9.8% | 9.9% | 10.6% | 9.5% | 10.2% | 8.8% | 9.4% | 8.6% | 8.9% | 9.4% |
| Construction Projects | 19,745 | 9,446 | 21,181 | 7,520 | 18,718 | 6,557 | 16,319 | 7,131 | 17,695 | 9,088 |
| | 9.6% | 10.5% | 10.7% | 9.5% | 10.1% | 7.9% | 8.6% | 8.4% | 8.8% | 9.1% |
| Real Estate and Other | 16,607 | 7,563 | 17,741 | 8,032 | 18,392 | 7,941 | 18,080 | 7,725 | 17,488 | 8,666 |
| | 10.1% | 9.4% | 10.4% | 9.5% | 10.3% | 9.6% | 10.2% | 8.8% | 9.1% | 9.8% |
| Selling, General and Administrative Expenses | 17,291 | 8,812 | 18,382 | 8,650 | 17,586 | 9,007 | 18,164 | 9,166 | 18,805 | 9,579 |
| | 4.7% | 5.1% | 5.0% | 5.3% | 4.8% | 5.5% | 5.0% | 5.3% | 4.7% | 5.1% |
| Operating Income | 19,061 | 8,197 | 20,540 | 6,901 | 19,524 | 5,492 | 16,236 | 5,690 | 16,377 | 8,174 |
| | 5.1% | 4.8% | 5.6% | 4.2% | 5.4% | 3.3% | 4.4% | 3.3% | 4.2% | 4.3% |
| Nonoperating Income | 514 | 1,106 | 1,286 | 1,332 | 2,581 | 1,382 | 3,259 | 1,116 | 2,625 | 1,717 |
| Financing Income | -56 | 2 | -13 | 20 | 31 | 51 | 61 | 51 | 91 | 116 |
| Equity in Earnings of Unconsolidated Subsidiaries and Affiliates | 100 | 911 | 1,078 | 1,138 | 2,201 | 624 | 1,938 | 909 | 2,248 | 1,411 |
| Equity in Earnings of Partnership | - | - | - | - | - | - | - | - | - | - |
| Ordinary Income | 19,576 | 9,303 | 21,826 | 8,234 | 22,106 | 6,874 | 19,495 | 6,807 | 19,003 | 9,892 |
| | 5.3% | 5.4% | 5.9% | 5.0% | 6.1% | 4.2% | 5.3% | 3.9% | 4.8% | 5.3% |
| Extraordinary Income | -560 | -41 | -6,930 | -218 | -659 | -112 | -444 | 1,620 | -6,803 | 2,893 |
| Income before Income Taxes | 19,015 | 9,262 | 14,896 | 8,015 | 21,446 | 6,762 | 19,051 | 8,427 | 12,199 | 12,786 |
| Income Taxes - Current | 7,315 | 2,517 | 6,852 | 1,900 | 5,307 | 1,438 | 4,727 | 2,525 | 6,029 | 2,726 |
| Net Income | 11,699 | 6,744 | 8,043 | 6,115 | 16,138 | 5,323 | 14,323 | 5,902 | 6,170 | 10,059 |
| Net Income Attributable to Noncontrolling Interests | 24 | 21 | 31 | 17 | 38 | 16 | 21 | 9 | 20 | 16 |
| Net Income Attributable to Owners of the Parent | 11,675 | 6,723 | 8,011 | 6,097 | 16,100 | 5,307 | 14,302 | 5,893 | 6,150 | 10,043 |
| | 3.1% | 3.9% | 2.2% | 3.7% | 4.4% | 3.2% | 3.9% | 3.4% | 1.6% | 5.3% |

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|---|---------|--------|---------|--------|---------|--------|---------|--------|---------|--------|
| Taiko Trading Co., Ltd. | | | | | | | | | | |
| Construction Contract Awards | 26,698 | 13,415 | 22,739 | 16,221 | 27,160 | 10,103 | 23,572 | 8,077 | 21,776 | 14,472 |
| Revenues | 103,782 | 54,039 | 107,706 | 54,514 | 113,929 | 51,859 | 105,211 | 53,010 | 117,522 | 52,918 |
| Operating Income | 1,536 | 1,315 | 2,049 | 1,010 | 1,908 | 848 | 1,177 | 715 | 1,527 | 1,211 |
| Ordinary Income | 1,572 | 1,320 | 2,062 | 982 | 1,932 | 867 | 1,204 | 731 | 1,559 | 1,235 |
| Net Income Attributable to Owners of the Parent | 1,276 | 1,136 | 1,673 | 932 | 2,025 | 857 | 1,134 | 490 | 1,057 | 861 |
| Total Assets | 50,446 | 49,939 | 52,110 | 54,852 | 56,418 | 55,219 | 56,047 | 57,442 | 66,439 | 52,536 |
| Staff Numbers | 289 | 293 | 282 | 285 | 273 | 288 | 283 | 299 | 295 | 298 |
| Kajima Road Co., Ltd. | | | | | | | | | | |
| Construction Contract Awards | 104,192 | 56,983 | 108,865 | 58,254 | 102,590 | 69,523 | 119,159 | 54,627 | 113,795 | 51,654 |
| Revenues | 129,181 | 54,076 | 122,329 | 49,005 | 117,169 | 51,836 | 125,861 | 55,917 | 134,243 | 61,198 |
| Operating Income | 8,360 | 2,727 | 8,909 | 1,877 | 7,859 | 1,649 | 6,766 | 1,629 | 6,594 | 2,435 |
| Ordinary Income | 8,590 | 2,811 | 9,046 | 1,865 | 7,855 | 1,721 | 6,874 | 1,691 | 6,712 | 2,546 |
| Net Income Attributable to Owners of the Parent | 5,279 | 1,854 | 5,560 | 1,215 | 5,136 | 1,244 | 4,956 | 1,118 | -3,770 | 4,614 |
| Total Assets | 87,762 | 77,252 | 86,486 | 76,545 | 90,155 | 86,308 | 99,395 | 90,531 | 100,466 | 88,195 |
| Staff Numbers | 1,016 | 1,059 | 1,024 | 1,302 | 1,273 | 1,344 | 1,318 | 1,388 | 1,349 | 1,429 |
| Chemical Grouting Co., Ltd. | | | | | | | | | | |
| Construction Contract Awards | 35,218 | 18,490 | 28,032 | 17,851 | 30,540 | 13,348 | 25,560 | 13,763 | 25,187 | 14,719 |
| Revenues | 38,522 | 16,549 | 31,505 | 11,735 | 26,780 | 11,451 | 24,374 | 11,736 | 26,296 | 12,981 |
| Operating Income | 3,445 | 1,754 | 3,400 | 873 | 2,257 | 274 | 890 | 417 | 967 | 350 |
| Ordinary Income | 3,660 | 1,829 | 3,382 | 1,072 | 2,550 | 925 | 2,083 | 562 | 1,260 | 472 |
| Net Income Attributable to Owners of the Parent | 1,846 | 1,234 | 2,227 | 760 | 1,714 | 654 | 1,434 | 414 | 913 | 318 |
| Total Assets | 29,400 | 28,118 | 26,330 | 25,410 | 26,343 | 24,848 | 26,964 | 27,061 | 28,101 | 27,250 |
| Staff Numbers | 288 | 292 | 286 | 291 | 288 | 291 | 287 | 295 | 292 | 296 |
| Kajima Tatemono Sogo Kanri Co., Ltd. | | | | | | | | | | |
| Revenues | 48,132 | 22,803 | 50,865 | 23,742 | 53,232 | 24,212 | 54,632 | 25,261 | 57,558 | 29,654 |
| Operating Income | 3,143 | 1,264 | 3,215 | 1,209 | 3,517 | 1,006 | 3,380 | 1,146 | 3,545 | 1,565 |
| Ordinary Income | 3,166 | 1,280 | 3,245 | 1,220 | 3,537 | 1,016 | 3,398 | 1,154 | 3,565 | 1,593 |
| Net Income Attributable to Owners of the Parent | 1,831 | 903 | 2,068 | 804 | 2,440 | 826 | 2,478 | 722 | 2,298 | 1,051 |
| Total Assets | 17,232 | 15,260 | 18,830 | 17,112 | 21,097 | 18,934 | 23,614 | 22,991 | 28,895 | 27,352 |
| Staff Numbers | 1,446 | 1,487 | 1,509 | 1,573 | 1,575 | 1,639 | 1,717 | 1,767 | 1,785 | 1,841 |
| Kajima Leasing Corporation | | | | | | | | | | |
| Revenues | 6,770 | 3,243 | 6,953 | 3,543 | 7,902 | 4,165 | 8,563 | 4,895 | 9,100 | 4,766 |
| Operating Income | 1,254 | 515 | 1,111 | 605 | 1,111 | 694 | 1,411 | 672 | 878 | 607 |
| Ordinary Income | 1,269 | 524 | 1,141 | 619 | 1,125 | 710 | 1,429 | 673 | 885 | 601 |
| Net Income Attributable to Owners of the Parent | 703 | 328 | 716 | 402 | 734 | 469 | 726 | 478 | 587 | 365 |
| Total Assets | 34,626 | 33,932 | 33,948 | 34,143 | 35,169 | 33,474 | 33,463 | 33,395 | 32,054 | 31,062 |
| Staff Numbers | 48 | 49 | 50 | 52 | 50 | 51 | 51 | 53 | 54 | 56 |

Overseas Subsidiaries and Affiliates

(Millions of Yen)

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Construction Contract Awards | 281,237 | 224,180 | 491,382 | 99,534 | 301,509 | 152,901 | 397,761 | 243,696 | 500,812 | 229,908 |
| Revenues | 340,221 | 162,992 | 367,993 | 167,860 | 401,005 | 197,720 | 437,148 | 222,701 | 456,017 | 208,430 |
| Construction Projects | 303,094 | 149,776 | 336,929 | 154,288 | 358,133 | 178,227 | 401,841 | 202,435 | 416,006 | 185,680 |
| Real Estate and Other | 37,126 | 13,215 | 31,063 | 13,572 | 42,872 | 19,493 | 35,306 | 20,265 | 40,010 | 22,750 |
| Cost of Revenues | 311,347 | 151,201 | 340,857 | 155,057 | 368,833 | 184,700 | 410,000 | 205,560 | 420,571 | 192,858 |
| Construction Projects | 287,310 | 142,241 | 319,370 | 146,750 | 339,910 | 171,025 | 385,707 | 191,723 | 393,878 | 177,788 |
| Real Estate and Other | 24,037 | 8,960 | 21,487 | 8,307 | 28,922 | 13,674 | 24,292 | 13,836 | 26,692 | 15,069 |
| Gross Profit | 28,873 | 11,790 | 27,135 | 12,803 | 32,172 | 13,020 | 27,147 | 17,141 | 35,445 | 15,572 |
| | 8.5% | 7.2% | 7.4% | 7.6% | 8.0% | 6.6% | 6.2% | 7.7% | 7.8% | 7.5% |
| Construction Projects | 15,784 | 7,535 | 17,559 | 7,538 | 18,222 | 7,201 | 16,134 | 10,711 | 22,128 | 7,891 |
| | 5.2% | 5.0% | 5.2% | 4.9% | 5.1% | 4.0% | 4.0% | 5.3% | 5.3% | 4.3% |
| Real Estate and Other | 13,089 | 4,255 | 9,576 | 5,265 | 13,949 | 5,818 | 11,013 | 6,429 | 13,317 | 7,680 |
| | 35.3% | 32.2% | 30.8% | 38.8% | 32.5% | 29.8% | 31.2% | 31.7% | 33.3% | 33.8% |
| Selling, General and Administrative Expenses | 17,683 | 8,638 | 19,087 | 8,915 | 20,007 | 10,628 | 24,648 | 13,206 | 28,025 | 13,496 |
| | 5.2% | 5.3% | 5.2% | 5.3% | 5.0% | 5.4% | 5.6% | 5.9% | 6.2% | 6.5% |
| Operating Income | 11,190 | 3,152 | 8,048 | 3,887 | 12,165 | 2,392 | 2,499 | 3,934 | 7,419 | 2,075 |
| | 3.3% | 1.9% | 2.2% | 2.3% | 3.0% | 1.2% | 0.6% | 1.8% | 1.6% | 1.0% |
| Nonoperating Income | 7,721 | 3,497 | 7,511 | 1,151 | 5,257 | 1,629 | 8,254 | 3,792 | 9,885 | 1,688 |
| Financing Income | 2,125 | 1,743 | 2,186 | 1,271 | 1,747 | 695 | 1,509 | 1,119 | 2,089 | 864 |
| Equity in Earnings of Unconsolidated Subsidiaries and Affiliates | 1,539 | 1,127 | 2,969 | 459 | 653 | 611 | 1,614 | 786 | 768 | -1,502 |
| Equity in Earnings of Partnership | - | - | - | - | - | 299 | 5,231 | 1,988 | 6,920 | 1,807 |
| Ordinary Income | 18,911 | 6,650 | 15,559 | 5,038 | 17,422 | 4,021 | 10,754 | 7,727 | 17,305 | 3,763 |
| | 5.6% | 4.1% | 4.2% | 3.0% | 4.3% | 2.0% | 2.5% | 3.5% | 3.8% | 1.8% |
| Extraordinary Income | 105 | 101 | 2,701 | 10 | 35 | 74 | 106 | 92 | -487 | 760 |
| Income before Income Taxes | 19,016 | 6,751 | 18,260 | 5,049 | 17,458 | 4,096 | 10,861 | 7,819 | 16,817 | 4,524 |
| Income Taxes - Current | 3,847 | 1,679 | 4,051 | 1,304 | 4,785 | 1,404 | 3,250 | 1,717 | 4,406 | 1,859 |
| Net Income | 15,169 | 5,072 | 14,209 | 3,744 | 12,672 | 2,692 | 7,611 | 6,102 | 12,410 | 2,664 |
| Net Income Attributable to Noncontrolling Interests | 1,937 | 182 | 412 | 219 | 1,399 | -17 | -248 | 259 | 319 | 165 |
| Net Income Attributable to Owners of the Parent | 13,231 | 4,889 | 13,797 | 3,524 | 11,272 | 2,710 | 7,859 | 5,843 | 12,091 | 2,499 |
| | 3.9% | 3.0% | 3.7% | 2.1% | 2.8% | 1.4% | 1.8% | 2.6% | 2.7% | 1.2% |

■ Kajima Group - Overseas

(Millions of Yen)

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| KUSA (Kajima USA Incorporated) | | | | | | | | | | |
| Construction Contract Awards | 193,114 | 120,273 | 279,924 | 40,310 | 146,151 | 52,080 | 129,293 | 95,325 | 219,964 | 145,262 |
| Revenues | 193,539 | 88,704 | 206,101 | 97,204 | 222,036 | 89,252 | 177,944 | 102,542 | 201,769 | 96,694 |
| Operating Income | 1,067 | 910 | 3,620 | 1,024 | 4,701 | 819 | -598 | 1,043 | 787 | 1,245 |
| Ordinary Income | 4,094 | 1,454 | 5,690 | 1,282 | 6,965 | 1,217 | 4,737 | 3,010 | 7,453 | 2,738 |
| Net Income Attributable to Owners of the Parent | 2,408 | 834 | 3,662 | 877 | 3,860 | 745 | 3,511 | 1,953 | 4,948 | 1,961 |
| Total Assets | 127,156 | 129,941 | 143,772 | 130,986 | 145,229 | 132,959 | 149,531 | 152,495 | 159,475 | 161,591 |
| Staff Numbers | 939 | 992 | 1,024 | 1,052 | 1,036 | 1,019 | 1,023 | 1,203 | 1,214 | 1,303 |
| KAP (Kajima Asia Pacific Holdings PTE. Ltd) | | | | | | | | | | |
| Construction Contract Awards | 62,649 | 79,402 | 97,330 | 30,923 | 64,379 | 41,712 | 113,801 | 25,099 | 75,143 | 34,410 |
| Revenues | 110,124 | 48,091 | 99,280 | 38,072 | 94,492 | 48,488 | 107,030 | 41,638 | 91,296 | 37,699 |
| Operating Income | 6,801 | 1,794 | 4,556 | 2,908 | 6,847 | 2,636 | 5,723 | 2,908 | 7,201 | 2,572 |
| Ordinary Income | 9,969 | 3,941 | 8,377 | 3,537 | 9,718 | 3,439 | 7,457 | 3,843 | 8,369 | 3,485 |
| Net Income Attributable to Owners of the Parent | 7,686 | 3,014 | 5,282 | 2,537 | 7,226 | 2,308 | 5,235 | 2,854 | 5,541 | 2,143 |
| Total Assets | 154,520 | 158,067 | 152,038 | 130,933 | 146,412 | 146,188 | 170,003 | 175,053 | 179,853 | 179,414 |
| Staff Numbers | 2,407 | 2,347 | 2,411 | 2,490 | 2,547 | 2,579 | 2,646 | 2,662 | 2,613 | 2,703 |
| KE (Kajima Europe Ltd.) | | | | | | | | | | |
| Construction Contract Awards | 14,241 | 10,341 | 16,468 | 3,245 | 10,528 | 14,905 | 26,145 | 24,116 | 38,521 | 6,529 |
| Revenues | 22,582 | 9,608 | 18,616 | 6,212 | 15,425 | 9,149 | 21,618 | 16,989 | 35,149 | 15,758 |
| Operating Income | 2,458 | -275 | -425 | -254 | -116 | -154 | 49 | 125 | 44 | 353 |
| Ordinary Income | 3,865 | 475 | 1,092 | 123 | 643 | 262 | 1,210 | 610 | 1,281 | 1,009 |
| Net Income Attributable to Owners of the Parent | 2,341 | 474 | 4,472 | 119 | 561 | 191 | 1,044 | 500 | 938 | 1,452 |
| Total Assets | 26,588 | 37,393 | 28,381 | 23,907 | 26,854 | 31,730 | 38,208 | 41,014 | 43,341 | 47,332 |
| Staff Numbers | 234 | 240 | 244 | 249 | 257 | 275 | 287 | 319 | 317 | 324 |
| KA (Kajima Australia PTY Limited) | | | | | | | | | | |
| Construction Contract Awards | - | 7,633 | 84,299 | 21,560 | 51,541 | 40,406 | 116,463 | 73,546 | 134,296 | 42,079 |
| Revenues | - | 8,498 | 26,666 | 20,668 | 54,290 | 45,077 | 115,740 | 56,092 | 108,239 | 48,944 |
| Operating Income | - | -61 | -655 | -144 | 264 | -1,028 | -2,978 | -255 | -1,173 | -2,222 |
| Ordinary Income | - | -35 | -576 | -86 | 332 | -1,032 | -2,948 | 18 | -545 | -1,830 |
| Net Income Attributable to Owners of the Parent | - | -47 | -365 | -72 | 44 | -620 | -2,141 | 312 | 39 | -1,358 |
| Total Assets | 5,621 | 12,788 | 12,597 | 14,068 | 18,152 | 46,744 | 41,164 | 41,881 | 39,916 | 42,925 |
| Staff Numbers | 0 | 234 | 270 | 296 | 334 | 1,091 | 1,202 | 1,345 | 1,325 | 1,265 |
| Chung-Lu Construction Co., Ltd. | | | | | | | | | | |
| Construction Contract Awards | 11,232 | 6,529 | 13,358 | 3,494 | 28,908 | 3,795 | 12,057 | 25,608 | 32,886 | 1,627 |
| Revenues | 13,974 | 8,089 | 17,327 | 5,701 | 14,759 | 5,752 | 14,813 | 5,437 | 19,561 | 9,333 |
| Operating Income | 861 | 785 | 952 | 354 | 468 | 118 | 303 | 112 | 559 | 125 |
| Ordinary Income | 1,023 | 775 | 958 | 375 | 700 | 138 | 344 | 126 | 648 | 148 |
| Net Income Attributable to Owners of the Parent | 836 | 573 | 726 | 254 | 517 | 87 | 257 | 104 | 524 | 87 |
| Total Assets | 12,481 | 12,238 | 12,376 | 10,991 | 12,927 | 12,581 | 14,207 | 12,976 | 18,640 | 17,178 |
| Staff Numbers | 189 | 189 | 190 | 185 | 195 | 208 | 212 | 226 | 229 | 249 |

■ Supplementary Information (Consolidated)

(Millions of Yen)

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Loans Guaranteed | | | | | | | | | | |
| Loans Guaranteed | 6,863 | 7,437 | 12,316 | 11,171 | 11,548 | 12,272 | 13,090 | 14,206 | 21,015 | 18,695 |

Staff Numbers

| | | | | | | | | | | |
|------------------------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Staff Numbers ¹ | 15,383 | 15,836 | 15,810 | 16,499 | 16,422 | 17,575 | 17,730 | 18,474 | 18,297 | 18,836 |
| Kajima Corporation | 7,546 | 7,654 | 7,527 | 7,725 | 7,611 | 7,783 | 7,686 | 7,866 | 7,783 | 8,003 |
| Domestic Consolidated Subsidiaries | 4,068 | 4,180 | 4,144 | 4,502 | 4,442 | 4,620 | 4,674 | 4,853 | 4,816 | 4,989 |
| Overseas Consolidated Subsidiaries | 3,769 | 4,002 | 4,139 | 4,272 | 4,369 | 5,172 | 5,370 | 5,755 | 5,698 | 5,844 |

¹ The staff numbers exclude employees who are; 1) seconded to subsidiaries, affiliates or other organizations, 2) sent to universities or other organizations for study.

No. of Kajima Group Companies

| | | | | | | | | | | |
|---|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| Consolidated Subsidiaries | 93 | 100 | 101 | 103 | 102 | 122 | 128 | 137 | 137 | 138 |
| Japan | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 11 | 12 |
| Overseas | 82 | 89 | 90 | 92 | 91 | 111 | 117 | 126 | 126 | 126 |
| Unconsolidated Subsidiaries accounted for using Equity Method | 38 | 39 | 38 | 38 | 38 | 37 | 35 | 35 | 33 | 33 |
| Affiliated Companies accounted for using Equity Method | 59 | 58 | 56 | 57 | 60 | 64 | 71 | 72 | 72 | 78 |
| Total | 190 | 197 | 195 | 198 | 200 | 223 | 234 | 244 | 242 | 249 |

Other Data

| | | | | | | | | | | |
|--|--------|--------|--------|--------|--------|-------|--------|-------|--------|--------|
| Capital Expenditure ² | 25,438 | 21,143 | 32,989 | 11,801 | 29,419 | 7,253 | 16,184 | 8,174 | 28,437 | 65,554 |
| Depreciation / Amortization ² | 17,129 | 9,430 | 19,557 | 8,980 | 19,343 | 9,355 | 19,379 | 9,218 | 19,166 | 9,693 |
| Financing Income | 2,554 | 2,333 | 3,240 | 3,011 | 5,384 | 2,654 | 4,979 | 3,786 | 6,523 | 3,712 |

² The capital expenditure and the depreciation / amortization relate to tangible, intangible fixed assets as well as other investment assets.

■ Supplementary Information (Nonconsolidated)

(Millions of Yen)

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|--|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| Selling, General and Administrative Expenses | | | | | | | | | | |
| SG&A | 49,453 | 23,567 | 50,514 | 24,875 | 53,711 | 26,363 | 57,241 | 27,689 | 60,992 | 29,927 |
| Payrolls and Related Expenses | 24,406 | 11,764 | 24,837 | 12,590 | 27,512 | 14,034 | 29,279 | 13,660 | 28,147 | 14,162 |
| Other | 25,047 | 11,802 | 25,677 | 12,284 | 26,199 | 12,328 | 27,961 | 14,028 | 32,845 | 15,765 |

Loans Guaranteed

| | | | | | | | | | | |
|-----------------------|--------|--------|--------|--------|--------|--------|-------|-------|-------|-------|
| Loans Guaranteed | 27,213 | 19,006 | 18,783 | 17,915 | 17,467 | 17,300 | 3,432 | 3,285 | 2,816 | 2,672 |
| Guarantee Commitments | - | - | - | - | - | - | - | - | - | - |

Staff Numbers

| | | | | | | | | | | |
|----------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Staff Numbers ¹ | 7,546 | 7,654 | 7,527 | 7,725 | 7,611 | 7,783 | 7,686 | 7,866 | 7,783 | 8,003 |
| Staff Numbers ² | 7,995 | 8,101 | 7,961 | 8,157 | 8,041 | 8,215 | 8,124 | 8,305 | 8,217 | 8,434 |

¹ The staff numbers exclude employees who are; 1) seconded to subsidiaries, affiliates or other organizations, 2) sent to universities or other organizations for study.

² The staff numbers include employees who are; 1) seconded to subsidiaries, affiliates or other organizations, 2) sent to universities or other organizations for study.

Other Data

| | | | | | | | | | | |
|--|--------|-------|--------|-------|--------|-------|-------|-------|--------|--------|
| R&D | 7,333 | 3,311 | 7,292 | 3,231 | 7,561 | 3,730 | 9,594 | 5,202 | 13,290 | 6,126 |
| Capital Expenditure ³ | 3,364 | 2,969 | 11,579 | 3,726 | 13,495 | 1,904 | 5,041 | 1,718 | 12,724 | 48,209 |
| Depreciation / Amortization ³ | 8,560 | 4,240 | 8,587 | 4,072 | 8,337 | 3,950 | 7,994 | 3,653 | 7,404 | 3,722 |
| Financing Income | 18,341 | 1,469 | 1,952 | 3,761 | 5,649 | 6,222 | 7,729 | 6,943 | 8,728 | 5,825 |

³ The capital expenditure and the depreciation / amortization relate to tangible, intangible fixed assets as well as other investment assets.

■ Construction Contract Awards (Consolidated)

(Millions of Yen)

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|--|-----------|---------|-----------|---------|-----------|---------|-----------|---------|-----------|---------|
| Construction Contract Awards | | | | | | | | | | |
| Japan | 1,193,022 | 631,155 | 1,308,924 | 895,793 | 1,452,173 | 604,857 | 1,286,246 | 508,461 | 1,508,427 | 571,369 |
| Proportion | 80.9% | 74.0% | 72.9% | 92.5% | 84.0% | 79.7% | 76.3% | 67.6% | 75.0% | 71.3% |
| Overseas | 281,832 | 221,284 | 486,950 | 73,144 | 276,127 | 154,472 | 399,725 | 243,635 | 501,720 | 229,965 |
| Proportion | 19.1% | 26.0% | 27.1% | 7.5% | 16.0% | 20.3% | 23.7% | 32.4% | 25.0% | 28.7% |
| Kajima Corporation | 331 | -3,020 | -4,712 | -26,869 | -25,711 | 1,426 | 1,768 | -61 | -189 | -151 |
| Overseas Consolidated Subsidiaries | 281,237 | 224,180 | 491,382 | 99,534 | 301,509 | 152,901 | 397,761 | 243,696 | 500,812 | 229,908 |
| Total | 1,474,855 | 852,439 | 1,795,875 | 968,938 | 1,728,300 | 759,329 | 1,685,971 | 752,097 | 2,010,147 | 801,335 |
| Overseas Construction Contract Awards | | | | | | | | | | |
| North America | 192,940 | 118,643 | 273,791 | 38,031 | 143,563 | 52,011 | 130,442 | 95,305 | 223,755 | 153,288 |
| Note: | 13.1% | 14.0% | 15.2% | 3.9% | 8.3% | 6.8% | 7.7% | 12.7% | 11.1% | 19.1% |
| Europe | 14,241 | 10,341 | 16,468 | 3,245 | 10,528 | 14,905 | 26,145 | 24,116 | 38,521 | 6,529 |
| Note: | 1.0% | 1.2% | 0.9% | 0.3% | 0.6% | 2.0% | 1.6% | 3.2% | 1.9% | 0.8% |
| Asia | 75,542 | 84,536 | 109,195 | 33,830 | 93,693 | 45,861 | 126,599 | 56,110 | 117,240 | 39,317 |
| Note: | 5.1% | 9.9% | 6.1% | 3.5% | 5.4% | 6.0% | 7.5% | 7.5% | 5.9% | 4.9% |
| Oceania | - | - | - | - | - | 40,406 | 115,237 | 68,079 | 122,063 | 30,829 |
| Note: | - | - | - | - | - | 5.3% | 6.8% | 9.1% | 6.1% | 3.9% |
| Other Regions | -891 | 7,763 | 87,495 | -1,961 | 28,340 | 1,287 | 1,299 | 23 | 140 | - |
| Note: | -0.1% | 0.9% | 4.9% | -0.2% | 1.7% | 0.2% | 0.1% | 0.0% | 0.0% | - |
| Total | 281,832 | 221,284 | 486,950 | 73,144 | 276,127 | 154,472 | 399,725 | 243,635 | 501,720 | 229,965 |
| Note: | 19.1% | 26.0% | 27.1% | 7.5% | 16.0% | 20.3% | 23.7% | 32.4% | 25.0% | 28.7% |

Note: percentage of overseas construction contract awards to the consolidated construction contract awards

■ Contract Awards (Nonconsolidated)

(Millions of Yen)

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|-----------------------|-----------|---------|-----------|---------|-----------|---------|-----------|---------|-----------|---------|
| Civil Engineering | 339,908 | 108,480 | 285,967 | 228,113 | 364,311 | 143,209 | 303,221 | 125,673 | 303,840 | 130,401 |
| Japan - Public | 210,123 | 67,032 | 178,917 | 186,938 | 273,550 | 76,992 | 171,198 | 71,249 | 152,208 | 82,350 |
| Central Government | 189,702 | 61,478 | 163,540 | 177,348 | 235,420 | 58,428 | 139,714 | 68,717 | 139,845 | 76,508 |
| Local Government | 20,421 | 5,553 | 15,377 | 9,589 | 38,129 | 18,564 | 31,484 | 2,532 | 12,362 | 5,842 |
| Japan - Private | 129,455 | 44,470 | 111,767 | 68,045 | 116,472 | 64,789 | 130,254 | 54,485 | 151,821 | 48,202 |
| Manufacturing | 33,924 | 10,250 | 12,989 | 12,586 | 18,221 | 7,934 | 16,371 | 12,268 | 20,897 | 13,169 |
| Non-Manufacturing | 95,531 | 34,219 | 98,778 | 55,458 | 98,251 | 56,855 | 113,882 | 42,216 | 130,923 | 35,032 |
| Japan - Total | 339,579 | 111,502 | 290,684 | 254,983 | 390,023 | 141,782 | 301,452 | 125,734 | 304,029 | 130,552 |
| Overseas | 329 | -3,021 | -4,717 | -26,869 | -25,711 | 1,426 | 1,768 | -61 | -189 | -151 |
| Building Construction | 742,538 | 458,684 | 902,092 | 574,091 | 940,273 | 382,430 | 845,356 | 322,729 | 1,074,060 | 377,706 |
| Japan - Public | 98,968 | 53,192 | 89,967 | 56,605 | 101,054 | 19,035 | 83,582 | 17,354 | 53,682 | 6,613 |
| Central Government | 50,043 | 13,913 | 32,980 | 7,305 | 30,931 | 2,677 | 46,056 | 4,836 | 30,673 | 4,467 |
| Local Government | 48,925 | 39,279 | 56,987 | 49,299 | 70,122 | 16,358 | 37,525 | 12,518 | 23,009 | 2,145 |
| Japan - Private | 643,567 | 405,491 | 812,120 | 517,485 | 839,219 | 363,394 | 761,774 | 305,375 | 1,020,377 | 371,093 |
| Manufacturing | 144,923 | 147,361 | 246,240 | 79,658 | 150,377 | 90,864 | 183,181 | 113,500 | 206,613 | 166,052 |
| Non-Manufacturing | 498,644 | 258,130 | 565,880 | 437,827 | 688,842 | 272,529 | 578,592 | 191,874 | 813,764 | 205,040 |
| Japan - Total | 742,536 | 458,684 | 902,087 | 574,091 | 940,273 | 382,430 | 845,356 | 322,729 | 1,074,060 | 377,706 |
| Overseas | 2 | 0 | 4 | - | - | - | - | - | - | - |
| Construction - Total | 1,082,446 | 567,165 | 1,188,060 | 802,205 | 1,304,585 | 525,639 | 1,148,577 | 448,402 | 1,377,900 | 508,107 |
| Japan - Public | 309,092 | 120,224 | 268,885 | 243,543 | 374,604 | 96,028 | 254,780 | 88,603 | 205,891 | 88,963 |
| Central Government | 239,745 | 75,392 | 196,520 | 184,654 | 266,352 | 61,105 | 185,770 | 73,553 | 170,519 | 80,975 |
| Local Government | 69,346 | 44,832 | 72,364 | 58,888 | 108,252 | 34,923 | 69,010 | 15,050 | 35,372 | 7,987 |
| Japan - Private | 773,023 | 449,961 | 923,887 | 585,531 | 955,692 | 428,184 | 892,028 | 359,860 | 1,172,198 | 419,295 |
| Manufacturing | 178,847 | 157,611 | 259,229 | 92,245 | 168,599 | 98,799 | 199,553 | 125,769 | 227,511 | 179,222 |
| Non-Manufacturing | 594,175 | 292,349 | 664,658 | 493,285 | 787,093 | 329,385 | 692,475 | 234,091 | 944,687 | 240,073 |
| Japan - Total | 1,082,115 | 570,186 | 1,192,772 | 829,074 | 1,330,297 | 524,213 | 1,146,809 | 448,463 | 1,378,090 | 508,259 |
| Overseas | 331 | -3,020 | -4,712 | -26,869 | -25,711 | 1,426 | 1,768 | -61 | -189 | -151 |
| Real Estate and Other | 111,367 | 29,770 | 48,812 | 24,657 | 45,379 | 25,582 | 51,507 | 30,749 | 66,522 | 26,732 |
| Total | 1,193,813 | 596,936 | 1,236,872 | 826,862 | 1,349,965 | 551,221 | 1,200,085 | 479,151 | 1,444,422 | 534,839 |

■ Contract Awards (Nonconsolidated) - continued

(Millions of Yen)

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|--|---------|---------|---------|---------|---------|---------|---------|---------|-----------|---------|
| Construction Contract Awards by Project Type | | | | | | | | | | |
| Civil Engineering | 339,908 | 108,480 | 285,967 | 228,113 | 364,311 | 143,209 | 303,221 | 125,673 | 303,840 | 130,401 |
| Flood Control | 25,104 | 4,672 | 25,684 | 39,611 | 64,657 | 8,293 | 26,484 | 27,637 | 47,189 | 10,691 |
| Railway | 41,215 | 11,712 | 50,892 | 21,736 | 48,505 | 11,092 | 33,900 | 17,416 | 43,581 | 18,402 |
| Potable / Waste Water | 15,151 | 2,387 | -754 | 7,299 | 7,277 | 16,765 | 18,463 | 253 | 7,057 | 1,402 |
| Land Improvement | 31,104 | 12,098 | 29,882 | 13,233 | 28,788 | 14,479 | 26,793 | 6,898 | 15,898 | 2,955 |
| Port / Airport | 2,326 | 722 | 6,092 | 10,393 | 13,711 | 2,694 | 4,240 | 2,746 | 3,824 | 1,622 |
| Road | 114,881 | 28,245 | 74,694 | 64,598 | 95,920 | 16,918 | 39,441 | 20,855 | 57,609 | 56,265 |
| Other | 110,123 | 48,641 | 99,475 | 71,239 | 105,449 | 72,965 | 153,897 | 49,864 | 128,679 | 39,060 |
| Building Construction | 742,538 | 458,684 | 902,092 | 574,091 | 940,273 | 382,430 | 845,356 | 322,729 | 1,074,060 | 377,706 |
| Office (Public / Private) | 251,033 | 90,372 | 206,610 | 342,174 | 413,483 | 77,028 | 241,079 | 86,075 | 409,585 | 82,471 |
| Lodging | 27,000 | 35,080 | 69,971 | 43,522 | 50,463 | 68,039 | 72,204 | 41,601 | 58,296 | 8,956 |
| Retail | 39,582 | 33,305 | 82,565 | 9,716 | 21,600 | 26,348 | 39,091 | 5,546 | 15,881 | 13,393 |
| Power Plant / Factory | 158,565 | 139,623 | 223,732 | 71,870 | 151,920 | 96,382 | 232,265 | 104,411 | 253,743 | 91,972 |
| Warehouse / Distribution Center | 59,794 | 29,901 | 50,200 | 2,889 | 18,674 | 12,897 | 21,837 | 10,678 | 33,538 | 8,458 |
| Residential | 27,552 | 15,417 | 67,052 | 12,015 | 70,300 | 19,862 | 43,366 | 7,867 | 95,538 | 11,924 |
| Education / Research / Culture | 55,986 | 36,346 | 87,560 | 35,245 | 100,285 | 41,004 | 76,748 | 36,113 | 113,168 | 111,322 |
| Medical / Welfare | 58,915 | 37,789 | 55,702 | 30,094 | 55,597 | 21,855 | 47,061 | 3,865 | 35,142 | 2,910 |
| Other | 64,108 | 40,849 | 58,695 | 26,561 | 57,946 | 19,010 | 71,701 | 26,571 | 59,164 | 46,296 |
| Construction Contract Awards by Customer (Private Sector) | | | | | | | | | | |
| Manufacturing | 178,847 | 157,611 | 259,229 | 92,245 | 168,599 | 98,799 | 199,553 | 125,769 | 227,511 | 179,222 |
| Food Processing | 16,230 | 11,623 | 16,128 | 19,196 | 33,235 | 1,985 | 13,410 | 6,990 | 11,836 | 1,136 |
| Petrochemical | 80,291 | 20,174 | 87,222 | 35,822 | 50,651 | 32,103 | 51,699 | 43,975 | 80,028 | 132,543 |
| Steel | 9,732 | 2,576 | 5,082 | 2,102 | 4,614 | 5,963 | 20,039 | 13,613 | 15,099 | 4,241 |
| Electronics | 13,735 | 87,008 | 98,996 | 14,797 | 25,576 | 12,920 | 20,268 | 25,868 | 45,452 | 14,120 |
| Vehicle | 15,519 | 12,617 | 19,034 | 4,406 | 15,409 | 7,149 | 10,994 | 9,163 | 12,508 | 13,947 |
| Machinery | 26,327 | 6,386 | 8,127 | 2,484 | 7,544 | 9,064 | 12,537 | 15,073 | 25,994 | 3,233 |
| Other | 17,010 | 17,223 | 24,637 | 13,434 | 31,567 | 29,611 | 70,603 | 11,083 | 36,591 | 10,000 |
| Non-Manufacturing | 594,175 | 292,349 | 664,658 | 493,285 | 787,093 | 329,385 | 692,475 | 234,091 | 944,687 | 240,073 |
| Commercial | 35,132 | 18,968 | 38,233 | 186,390 | 201,309 | 12,235 | 40,452 | 19,408 | 50,377 | 17,859 |
| Finance | 18,297 | 19,832 | 38,451 | 9,713 | 17,210 | 11,757 | 21,113 | 6,766 | 26,108 | 6,005 |
| Real Estate | 163,026 | 66,121 | 108,299 | 140,408 | 246,556 | 76,111 | 145,363 | 54,833 | 261,648 | 54,749 |
| Transportation / Distribution | 77,909 | 27,705 | 74,820 | 17,287 | 39,339 | 51,213 | 89,379 | 29,353 | 78,192 | 34,234 |
| Power / Gas | 81,227 | 23,847 | 65,328 | 49,826 | 96,796 | 58,438 | 125,172 | 41,233 | 142,395 | 51,449 |
| Information Technology | 9,613 | 4,810 | 24,577 | 1,562 | 7,126 | 29,086 | 74,422 | 9,754 | 20,045 | 5,045 |
| Service | 202,676 | 109,114 | 289,837 | 83,794 | 171,929 | 79,043 | 183,075 | 65,904 | 353,864 | 67,850 |
| (Medical / Welfare) | 46,460 | 25,797 | 28,544 | 8,064 | 31,893 | 5,087 | 9,057 | 1,831 | 19,614 | 3,195 |
| (Education) | 23,965 | 24,214 | 52,502 | 8,009 | 31,965 | 8,430 | 26,641 | 5,196 | 71,240 | 9,792 |
| Other | 6,293 | 21,948 | 25,109 | 4,303 | 6,824 | 11,497 | 13,495 | 6,838 | 12,054 | 2,878 |

■ Contract Awards (Nonconsolidated) - continued

(Millions of Yen)

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|---|-----------|---------|-----------|---------|-----------|---------|-----------|---------|-----------|---------|
| Construction Contract Awards by Geographical Region (Japan) | | | | | | | | | | |
| Urban | 734,577 | 328,628 | 741,744 | 615,906 | 952,020 | 383,161 | 779,203 | 277,491 | 984,847 | 416,891 |
| Proportion | 67.9% | 57.6% | 62.2% | 74.3% | 71.6% | 73.1% | 67.9% | 61.9% | 71.5% | 82.0% |
| Kanto (Metropolitan Tokyo) | 584,093 | 187,077 | 506,746 | 482,612 | 774,391 | 284,434 | 590,491 | 177,204 | 764,992 | 316,005 |
| Tokai | 541,366 | 173,405 | 447,241 | 457,773 | 722,994 | 259,803 | 547,697 | 154,856 | 716,027 | 303,226 |
| Kinki | 90,549 | 79,005 | 110,207 | 98,340 | 112,579 | 42,060 | 94,355 | 35,466 | 91,075 | 23,364 |
| Suburban | 59,934 | 62,546 | 124,790 | 34,953 | 65,049 | 56,666 | 94,356 | 64,820 | 128,779 | 77,521 |
| Proportion | 347,538 | 241,557 | 451,027 | 213,168 | 378,276 | 141,052 | 367,605 | 170,971 | 393,242 | 91,367 |
| Hokkaido | 32.1% | 42.4% | 37.8% | 25.7% | 28.4% | 26.9% | 32.1% | 38.1% | 28.5% | 18.0% |
| Tohoku | 31,066 | 17,127 | 26,487 | 18,577 | 31,471 | 2,506 | 14,114 | 14,052 | 37,837 | 8,180 |
| Hokuriku | 150,655 | 110,162 | 191,856 | 105,194 | 193,574 | 86,972 | 185,950 | 74,878 | 183,279 | 31,527 |
| Chugoku | 22,568 | 71,723 | 103,961 | 12,618 | 33,144 | 13,660 | 39,140 | 10,348 | 36,678 | 8,996 |
| Shikoku | 41,253 | 17,374 | 53,244 | 9,778 | 29,075 | 10,143 | 42,379 | 29,170 | 42,536 | 17,845 |
| Kyusyu | 46,550 | 6,468 | 26,751 | 11,427 | 22,892 | 5,589 | 26,250 | 7,076 | 20,246 | 12,547 |
| Total | 55,443 | 18,700 | 48,726 | 55,571 | 68,117 | 22,179 | 59,772 | 35,446 | 72,663 | 12,270 |
| Total | 1,082,115 | 570,186 | 1,192,772 | 829,074 | 1,330,297 | 524,213 | 1,146,809 | 448,463 | 1,378,090 | 508,259 |

Kanto: Tokyo, Kanagawa, Saitama, Chiba, Ibaraki, Tochigi, Gunma, Yamanashi, Nagano

(Metropolitan Tokyo): Tokyo, Kanagawa, Saitama, Chiba

Tokai: Gifu, Shizuoka, Aichi, Mie

Kinki: Shiga, Kyoto, Osaka, Hyogo, Nara, Wakayama

Construction Contract Awards by Contract Type

| | | | | | | | | | | |
|-------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Designated / Negotiated | 48.2% | 52.7% | 46.0% | 56.7% | 52.7% | 43.0% | 42.2% | 51.5% | 41.2% | 40.0% |
| Civil Engineering | 23.2% | 35.1% | 30.1% | 19.3% | 20.9% | 38.0% | 28.6% | 29.4% | 31.1% | 23.6% |
| Building Construction | 59.6% | 56.9% | 51.0% | 71.5% | 65.0% | 44.9% | 47.1% | 60.1% | 44.1% | 45.7% |
| (Japan - Private) | (66.5%) | (63.3%) | (57.1%) | (78.8%) | (72.5%) | (46.9%) | (50.4%) | (63.3%) | (46.1%) | (46.5%) |
| Design-Build | 44.9% | 39.7% | 50.2% | 58.1% | 53.1% | 57.3% | 51.5% | 46.2% | 46.6% | 55.0% |
| Civil Engineering | 22.8% | 19.9% | 20.9% | 27.4% | 18.9% | 37.6% | 33.1% | 20.1% | 27.8% | 22.4% |
| Building Construction | 55.1% | 44.3% | 59.5% | 70.3% | 66.3% | 64.7% | 58.2% | 56.4% | 51.9% | 66.2% |
| (Japan - Private) | (59.1%) | (47.5%) | (65.0%) | (73.6%) | (70.6%) | (67.9%) | (61.9%) | (57.8%) | (53.2%) | (67.4%) |

Construction Contract Awards by Contract Size

| | | | | | | | | | | |
|---------------------|-----------|---------|-----------|---------|-----------|---------|-----------|---------|-----------|---------|
| JPY 5 bln. or above | 532,792 | 267,359 | 630,305 | 526,446 | 800,333 | 267,971 | 607,969 | 151,302 | 745,691 | 264,874 |
| Proportion | 49.2% | 47.1% | 53.1% | 65.6% | 61.3% | 51.0% | 52.9% | 33.7% | 54.1% | 52.1% |
| JPY 5 bln. or below | 549,653 | 299,806 | 557,755 | 275,758 | 504,252 | 257,667 | 540,608 | 297,100 | 632,209 | 243,232 |
| Proportion | 50.8% | 52.9% | 46.9% | 34.4% | 38.7% | 49.0% | 47.1% | 66.3% | 45.9% | 47.9% |
| Total | 1,082,446 | 567,165 | 1,188,060 | 802,205 | 1,304,585 | 525,639 | 1,148,577 | 448,402 | 1,377,900 | 508,107 |

■ Revenues (Nonconsolidated)

(Millions of Yen)

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|-----------------------|------------------|----------------|------------------|----------------|------------------|----------------|------------------|----------------|------------------|----------------|
| Civil Engineering | 276,430 | 145,131 | 307,964 | 130,615 | 296,857 | 153,016 | 366,588 | 131,886 | 301,063 | 137,133 |
| Japan - Public | 164,669 | 79,101 | 173,121 | 77,571 | 179,449 | 85,296 | 249,880 | 86,598 | 188,917 | 73,384 |
| Japan - Private | 126,849 | 61,922 | 127,649 | 54,954 | 116,646 | 45,130 | 93,109 | 44,849 | 111,424 | 63,569 |
| Japan - Total | 291,518 | 141,024 | 300,770 | 132,525 | 296,096 | 130,426 | 342,989 | 131,447 | 300,341 | 136,954 |
| Overseas | -15,087 | 4,107 | 7,194 | -1,910 | 761 | 22,590 | 23,598 | 438 | 721 | 179 |
| Building Construction | 780,841 | 371,533 | 824,097 | 402,427 | 835,149 | 351,929 | 752,677 | 414,376 | 928,095 | 469,810 |
| Japan - Public | 99,619 | 56,181 | 125,443 | 53,249 | 105,959 | 51,402 | 92,915 | 40,635 | 90,324 | 37,859 |
| Japan - Private | 681,219 | 315,350 | 698,648 | 349,177 | 729,190 | 300,527 | 659,761 | 373,741 | 837,770 | 431,950 |
| Japan - Total | 780,839 | 371,532 | 824,092 | 402,427 | 835,149 | 351,929 | 752,677 | 414,376 | 928,095 | 469,810 |
| Overseas | 2 | 0 | 4 | - | - | - | - | - | - | - |
| Construction - Total | 1,057,271 | 516,664 | 1,132,062 | 533,043 | 1,132,007 | 504,946 | 1,119,266 | 546,263 | 1,229,158 | 606,944 |
| Japan - Public | 264,289 | 135,283 | 298,564 | 130,821 | 285,409 | 136,698 | 342,795 | 127,234 | 279,241 | 111,244 |
| Japan - Private | 808,068 | 377,272 | 826,297 | 404,132 | 845,836 | 345,657 | 752,871 | 418,590 | 949,194 | 495,520 |
| Manufacturing | 192,251 | 99,894 | 232,289 | 89,242 | 170,257 | 89,912 | 184,131 | 92,378 | 212,348 | 111,119 |
| Non-Manufacturing | 615,817 | 277,378 | 594,008 | 314,889 | 675,579 | 255,744 | 568,740 | 326,211 | 736,846 | 384,400 |
| Japan - Total | 1,072,357 | 512,556 | 1,124,862 | 534,953 | 1,131,245 | 482,356 | 1,095,667 | 545,824 | 1,228,436 | 606,764 |
| Overseas | -15,085 | 4,107 | 7,199 | -1,910 | 761 | 22,590 | 23,598 | 438 | 721 | 179 |
| Real Estate and Other | 83,742 | 13,552 | 34,085 | 17,615 | 71,838 | 18,309 | 45,909 | 24,083 | 51,207 | 20,908 |
| Total | 1,141,014 | 530,216 | 1,166,147 | 550,658 | 1,203,845 | 523,256 | 1,165,175 | 570,346 | 1,280,366 | 627,853 |

Construction Revenues by Project Type

| | | | | | | | | | | |
|---------------------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|---------|
| Civil Engineering | 276,430 | 145,131 | 307,964 | 130,615 | 296,857 | 153,016 | 366,588 | 131,886 | 301,063 | 137,133 |
| Flood Control | 28,487 | 12,976 | 26,992 | 13,425 | 30,438 | 13,758 | 31,393 | 17,646 | 40,464 | 21,163 |
| Railway | 35,576 | 16,508 | 34,666 | 17,771 | 35,682 | 16,060 | 37,660 | 20,154 | 43,724 | 23,578 |
| Potable / Waste Water | 15,670 | 5,381 | 8,947 | 2,861 | 6,919 | 3,668 | 7,481 | 4,717 | 10,921 | 5,330 |
| Land Improvement | 24,256 | 15,265 | 31,828 | 14,013 | 30,919 | 14,346 | 30,171 | 12,860 | 28,123 | 6,833 |
| Port / Airport | 2,693 | 553 | 3,145 | 481 | 7,020 | 6,343 | 10,273 | 3,995 | 7,293 | 2,248 |
| Road | 48,351 | 39,657 | 87,761 | 38,486 | 83,626 | 59,081 | 103,083 | 28,259 | 65,522 | 21,769 |
| Other | 121,394 | 54,787 | 114,622 | 43,575 | 102,250 | 39,757 | 146,525 | 44,252 | 105,013 | 56,210 |
| Building Construction | 780,841 | 371,533 | 824,097 | 402,427 | 835,149 | 351,929 | 752,677 | 414,376 | 928,095 | 469,810 |
| Office (Public / Private) | 221,489 | 101,304 | 208,602 | 107,001 | 216,980 | 103,510 | 244,311 | 155,173 | 344,389 | 162,461 |
| Lodging | 12,879 | 5,577 | 14,844 | 17,500 | 51,561 | 33,001 | 63,499 | 25,659 | 59,946 | 42,547 |
| Retail | 55,912 | 19,902 | 60,461 | 52,698 | 106,054 | 8,134 | 20,245 | 17,100 | 30,450 | 8,453 |
| Power Plant / Factory | 158,952 | 82,463 | 206,079 | 78,893 | 146,495 | 77,764 | 162,523 | 80,662 | 200,478 | 115,630 |
| Warehouse / Distribution Center | 49,846 | 34,462 | 61,406 | 26,716 | 52,955 | 12,801 | 26,068 | 9,730 | 22,981 | 17,405 |
| Residential | 49,536 | 29,928 | 64,115 | 31,014 | 68,892 | 20,569 | 36,306 | 27,328 | 62,882 | 36,488 |
| Education / Research / Culture | 79,723 | 27,091 | 71,117 | 29,588 | 67,679 | 41,306 | 87,476 | 49,646 | 100,177 | 35,252 |
| Medical / Welfare | 95,036 | 41,073 | 75,767 | 30,074 | 57,237 | 23,659 | 54,110 | 21,186 | 38,592 | 16,505 |
| Other | 57,465 | 29,730 | 61,701 | 28,940 | 67,293 | 31,182 | 58,135 | 27,888 | 68,196 | 35,065 |

■ Contract Backlogs (Nonconsolidated)

(Millions of Yen)

| | 2015.3 | 2015.9 | 2016.3 | 2016.9 | 2017.3 | 2017.9 | 2018.3 | 2018.9 | 2019.3 | 2019.9 |
|-----------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|------------------|
| Civil Engineering | 542,727 | 506,077 | 520,730 | 618,228 | 588,184 | 578,377 | 524,817 | 518,604 | 527,593 | 520,861 |
| Japan - Public | 336,773 | 324,703 | 342,569 | 451,936 | 436,670 | 428,367 | 357,989 | 342,639 | 321,280 | 330,246 |
| Japan - Private | 141,111 | 123,659 | 125,229 | 138,320 | 125,056 | 144,715 | 162,200 | 171,836 | 202,596 | 187,229 |
| Japan - Total | 477,884 | 448,362 | 467,799 | 590,256 | 561,726 | 573,083 | 520,189 | 514,476 | 523,877 | 517,475 |
| Overseas | 63,843 | 57,714 | 52,931 | 27,971 | 26,457 | 5,293 | 4,627 | 4,128 | 3,716 | 3,385 |
| Building Construction | 913,039 | 1,000,190 | 991,034 | 1,162,698 | 1,096,158 | 1,126,659 | 1,188,837 | 1,097,190 | 1,334,803 | 1,242,699 |
| Japan - Public | 192,844 | 189,855 | 157,368 | 160,723 | 152,462 | 120,096 | 143,129 | 119,847 | 106,487 | 75,241 |
| Japan - Private | 720,194 | 810,335 | 833,666 | 1,001,974 | 943,696 | 1,006,563 | 1,045,708 | 977,342 | 1,228,315 | 1,167,457 |
| Japan - Total | 913,039 | 1,000,190 | 991,034 | 1,162,698 | 1,096,158 | 1,126,659 | 1,188,837 | 1,097,190 | 1,334,803 | 1,242,699 |
| Overseas | - | - | - | - | - | - | - | - | - | - |
| Construction - Total | 1,455,767 | 1,506,268 | 1,511,765 | 1,780,927 | 1,684,343 | 1,705,036 | 1,713,655 | 1,615,794 | 1,862,397 | 1,763,560 |
| Japan - Public | 529,617 | 514,558 | 499,937 | 612,659 | 589,133 | 548,463 | 501,118 | 462,487 | 427,768 | 405,487 |
| Japan - Private | 861,306 | 933,994 | 958,896 | 1,140,295 | 1,068,752 | 1,151,278 | 1,207,908 | 1,149,179 | 1,430,912 | 1,354,687 |
| Manufacturing | 113,509 | 171,226 | 140,449 | 143,451 | 138,791 | 147,677 | 154,212 | 187,602 | 169,375 | 237,477 |
| Non-Manufacturing | 747,796 | 762,768 | 818,446 | 996,843 | 929,961 | 1,003,601 | 1,053,696 | 961,576 | 1,261,537 | 1,117,209 |
| Japan - Total | 1,390,923 | 1,448,553 | 1,458,833 | 1,752,955 | 1,657,885 | 1,699,742 | 1,709,027 | 1,611,666 | 1,858,680 | 1,760,175 |
| Overseas | 64,843 | 57,714 | 52,931 | 27,971 | 26,457 | 5,293 | 4,627 | 4,128 | 3,716 | 3,385 |
| Real Estate and Other | 44,890 | 61,108 | 59,617 | 66,659 | 33,159 | 40,431 | 38,757 | 45,422 | 54,071 | 59,895 |
| Total | 1,500,657 | 1,567,376 | 1,571,382 | 1,847,586 | 1,717,502 | 1,745,468 | 1,752,412 | 1,661,217 | 1,916,468 | 1,823,455 |

Construction Contract Backlogs by Project Type

| | | | | | | | | | | |
|---------------------------------|---------|-----------|---------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Civil Engineering | 542,727 | 506,077 | 520,730 | 618,228 | 588,184 | 578,377 | 524,817 | 518,604 | 527,593 | 520,861 |
| Flood Control | 45,398 | 37,095 | 44,090 | 70,276 | 78,309 | 72,844 | 73,400 | 83,391 | 80,125 | 69,653 |
| Railway | 57,140 | 52,344 | 73,367 | 77,332 | 86,190 | 81,221 | 82,429 | 79,692 | 82,286 | 77,111 |
| Potable / Waste Water | 28,266 | 25,272 | 18,564 | 23,001 | 18,922 | 32,019 | 29,904 | 25,441 | 26,040 | 22,112 |
| Land Improvement | 30,687 | 27,521 | 28,741 | 27,962 | 26,610 | 26,744 | 23,232 | 17,271 | 11,007 | 7,130 |
| Port / Airport | 3,407 | 3,575 | 6,354 | 16,267 | 13,045 | 9,396 | 7,013 | 5,763 | 3,543 | 2,917 |
| Road | 219,185 | 207,772 | 206,118 | 232,230 | 218,412 | 176,249 | 154,771 | 147,367 | 146,857 | 181,353 |
| Other | 158,641 | 152,495 | 143,494 | 171,158 | 146,693 | 179,900 | 154,065 | 159,676 | 177,731 | 160,581 |
| Building Construction | 913,039 | 1,000,190 | 991,034 | 1,162,698 | 1,096,158 | 1,126,659 | 1,188,837 | 1,097,190 | 1,334,803 | 1,242,699 |
| Office (Public / Private) | 313,893 | 302,961 | 311,901 | 547,074 | 508,405 | 481,923 | 505,173 | 436,075 | 570,369 | 490,379 |
| Lodging | 22,828 | 52,330 | 77,954 | 103,977 | 76,856 | 111,894 | 85,561 | 101,502 | 83,912 | 50,321 |
| Retail | 68,600 | 82,003 | 90,705 | 47,723 | 6,251 | 24,465 | 25,096 | 13,543 | 10,527 | 15,467 |
| Power Plant / Factory | 121,509 | 178,669 | 139,161 | 132,138 | 144,586 | 163,205 | 214,328 | 238,077 | 267,593 | 243,935 |
| Warehouse / Distribution Center | 62,504 | 57,943 | 51,298 | 27,472 | 17,018 | 17,114 | 12,787 | 13,734 | 23,345 | 14,398 |
| Residential | 90,086 | 75,575 | 93,024 | 74,026 | 94,433 | 93,726 | 101,492 | 82,031 | 134,147 | 109,584 |
| Education / Research / Culture | 71,730 | 80,986 | 88,173 | 93,829 | 120,779 | 120,477 | 110,051 | 96,517 | 123,043 | 199,113 |
| Medical / Welfare | 91,167 | 87,883 | 71,102 | 71,122 | 69,462 | 67,658 | 62,413 | 45,092 | 58,963 | 45,369 |
| Other | 70,718 | 81,836 | 67,712 | 65,333 | 58,365 | 46,192 | 71,932 | 70,614 | 62,900 | 74,130 |