## KAIIMA CORPORATION

## Consolidated and Non-Consolidated Financial Statements

(For the Period from 1 April 2008 to 31 March 2009)

## 1. Summary of Operating Results (Consolidated) FY2008 (1 April 2008-31 March 2009)

(1) Financial Results (Consolidated)

|  | Revenues |  | Operating Income |  | Recurring Profit |  | Net Income (Loss) |  | $\begin{gathered} \hline \begin{array}{c} \text { Basic Net } \\ \text { Income } \\ \text { per Share } \end{array} \\ \hline \not \equiv \end{gathered}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | ¥Mil | \% | ¥Mil | \% | ¥Mil | \% | ¥Mil | \% |  |
| FY2008 | 1,948,540 | 2.9 | 19,695 | 8.8 | 15,999 | (45.7) | $(6,296)$ | - | (6.20) |
| FY2007 | 1,894,044 | 0.1 | 18,096 | (67.3) | 29,468 | (49.7) | 40,709 | (1.5) | 39.13 |

\%: Representing increase (decrease) from the previous year
(2) Assets and Equity (Consolidated)

|  | Total Assets | Equity | Shareholders' Equity / Assets Ratio | Equity per Share |
| :---: | :---: | :---: | :---: | :---: |
|  | ¥Mil | ¥Mil | \% | $¥$ |
| 31 March '09 | 1,885,426 | 239,046 | 12.3 | 227.56 |
| 31 March '08 | 1,918,395 | 305,449 | 15.5 | 292.63 |

(3) Cash Flows (Consolidated)

|  | Operating Activities | Investing Activities | Financing Activities | Cash and Cash Equivalents at the end of the Period |
| :---: | :---: | :---: | :---: | :---: |
|  | ¥Mil | ¥Mil | ¥Mil | ¥Mil |
| FY2008 | 16,126 | $(30,571)$ | 74,645 | 151,412 |
| FY2007 | $(52,541)$ | 3,020 | $(7,678)$ | 100,290 |

## 2. Forecasts of Operating Results (Consolidated) FY2009 (1 April 2009-31 March 2010)

|  | Revenues |  | Operating Income |  | Recurring Profit |  | Net Income (Loss) |  | Basic Net <br> Income <br> per Share$\nexists$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | ¥Mil | \% | ¥Mil | \% | ¥Mil | \% | ¥Mil | \% |  |
| Half-year | 840,000 | (10.7) | 5,000 | (56.5) | 2,000 | (83.1) | $(1,000)$ | - | (0.98) |
| Full-year | 1,770,000 | (9.2) | 29,000 | 47.2 | 32,000 | 100.0 | 16,000 | - | 15.75 |

\%: Representing increase (decrease) from the same period of the previous year

## 3. Summary of Operating Results (Non-Consolidated) FY2008 (1 April 2008-31 March 2009)

(1) Financial Results (Non-Consolidated)

|  | Revenues |  | Operating Income |  | Recurring Profit |  | Net Income (Loss) |  | Basic Net <br> Income <br> per Share <br> $\neq$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | ¥Mil | \% | ¥Mil | \% | ¥Mil | \% | ¥Mil | \% |  |
| FY2008 | 1,491,936 | 4.8 | 9,361 | 101.6 | 11,771 | 128.0 | $(7,548)$ | - | (7.40) |
| FY2007 | 1,423,143 | (1.5) | 4,642 | (90.9) | 5,163 | (90.1) | 5,870 | (80.1) | 5.62 |

\%: Representing increase (decrease) from the previous year
(2) Assets and Equity (Non-Consolidated)

| As at | Total Assets | Equity | Shareholders' Equity / Assets Ratio | Equity per Share |
| :---: | :---: | :---: | :---: | :---: |
|  | ¥Mil | ¥Mil | \% | ¥ |
| 31 March '09 | 1,530,350 | 215,945 | 14.1 | 211.79 |
| 31 March '08 | 1,534,353 | 265,026 | 17.3 | 259.85 |

## 4. Forecasts of Operating Results (Non-Consolidated) FY2009 (1 April 2009-31 March 2010)

|  | Revenues |  | Operating Income |  | Recurring Profit |  | Net Income |  | Basic Net Income per Share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | ¥Mil | \% | ¥Mil | \% | ¥Mil | \% | ¥Mil | \% | ¥ |
| Half-year | 655,000 | (8.6) | 5,000 | (10.4) | 4,000 | (52.6) | 1,000 | (73.4) | 0.98 |
| Full-year | 1,320,000 | (11.5) | 22,000 | 135.0 | 20,000 | 69.9 | 8,000 | - | 7.85 |

\%: Representing increase (decrease) from the same period of the previous year

## Disclaimer

Projections contained herein are based on information available as at the date of this announcement, and are subject to risks and uncertains that may cause the actual results to vary.

For inquiries, please contact Investor Relations Group, Corporate Plannning Department at ir@ml.kajima.com

While every attempt has been made to ensure the accuracy of information in this document, we cannot be held responsible for any errors contained.

## Balance Sheets (Consolidated)

as at 31 March 2009

| As at | 31 March '08 |  | 31 March '09 |  | Change <br> ¥ Mil |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | ¥ Mil | \% | ¥ Mil | \% |  |
| (ASSETS) <br> Current Assets | 1,220,169 | 63.6\% | 1,265,432 | 67.1\% | 45,263 |
| Cash and Deposits | 102,020 |  | 153,650 |  | 51,630 |
| Notes Receivable, Accounts Receivable from Completed Construction Contracts and Other | 586,069 |  | 528,415 |  | $(57,654)$ |
| Short-term Investment Securities | 258 |  | 354 |  | 95 |
| Operational Investment Securities | - |  | 23,347 |  | 23,347 |
| Real Estate for Sale | - |  | 95,394 |  | 95,394 |
| Costs on Uncompleted Construction Contracts | 111,578 |  | 130,791 |  | 19,212 |
| Costs on Development Projects in Progress | - |  | 122,944 |  | 122,944 |
| Other Inventories | 229,806 |  | 9,612 |  | $(220,194)$ |
| Deferred Tax Assets | 66,579 |  | 67,225 |  | 645 |
| Other | 128,864 |  | 139,780 |  | 10,916 |
| Allowance for Doubtful Accounts | $(5,009)$ |  | $(6,084)$ |  | $(1,075)$ |
| Noncurrent Assets | 698,226 | 36.4\% | 619,994 | 32.9\% | $(78,232)$ |
| Property, Plant and Equipment | 347,761 |  | 332,284 |  | $(15,476)$ |
| Buildings and Structures | 128,052 |  | 116,154 |  | $(11,898)$ |
| Machinery, Vehicles, Tools, Furniture and Fixtures | 15,515 |  | 13,937 |  | $(1,577)$ |
| Land | 194,682 |  | 193,425 |  | $(1,256)$ |
| Construction in Progress | 8,743 |  | 4,347 |  | $(4,395)$ |
| Other | 766 |  | 4,419 |  | 3,652 |
| Intangible Assets | 13,351 |  | 11,683 |  | $(1,668)$ |
| Investments and Other Assets | 337,113 |  | 276,025 |  | $(61,088)$ |
| Investment Securities | 269,264 |  | 191,338 |  | $(77,925)$ |
| Long-term Loans Receivable | 14,795 |  | 10,204 |  | $(4,590)$ |
| Deferred Tax Assets | 15,132 |  | 35,778 |  | 20,646 |
| Other | 51,491 |  | 59,760 |  | 8,269 |
| Allowance for Doubtful Accounts | $(13,569)$ |  | $(21,057)$ |  | $(7,487)$ |
| Total Assets | 1,918,395 | 100.0\% | 1,885,426 | 100.0\% | $(32,968)$ |


| As at | 31 March '08 |  | 31 March '09 |  | Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $¥$ Mil | \% | $¥$ Mil | \% | $¥$ Mil |
| (LIABILITIES) <br> Current Liabilities | 1,211,959 | 63.2\% | 1,247,189 | 66.1\% | 35,230 |
| Notes Payable, Accounts Payable for Construction Contracts and Other | 562,720 |  | 560,452 |  | $(2,268)$ |
| Short-term Loans Payable | 137,808 |  | 179,834 |  | 42,025 |
| Commercial Papers | 77,000 |  | 92,000 |  | 15,000 |
| Current Portion of Bonds | 24,711 |  | 20,897 |  | $(3,814)$ |
| Income Taxes Payable | 3,428 |  | 3,881 |  | 453 |
| Advances Received on Uncompleted Construction Contracts | 170,936 |  | 160,214 |  | $(10,721)$ |
| Deposit Received Development Projects and Other Business | 19,768 |  | 30,018 |  | 10,249 |
| Deposits Received | 105,317 |  | 95,156 |  | (0,160) |
| Provision for Warranties for Completed Construction | 1,487 |  | 2,859 |  | 1,371 |
| Provision for Loss on Construction Contracts | 20,785 |  | 19,656 |  | $(1,128)$ |
| Provision for Directors' Bonuses | 156 |  | 126 |  | (29) |
| Other | 87,838 |  | 82,092 |  | $(5,745)$ |
| Noncurrent Liabilities | 400,987 | 20.9\% | 399,190 | 21.2\% | $(1,796)$ |
| Bonds Payable | 61,379 |  | 40,000 |  | $(21,379)$ |
| Long-term Loans Payable | 172,900 |  | 207,805 |  | 34,905 |
| Deferred Tax Liabilities for Land Revaluation | 20,440 |  | 20,013 |  | (427) |
| Provision for Retirement Benefits | 64,021 |  | 63,428 |  | (592) |
| Allowance for Loss on Development Projects | 5,904 |  | - |  | $(5,904)$ |
| Liabilities from Application of Equity Method | 2,162 |  | 2,179 |  | 16 |
| Other | 74,178 |  | 65,763 |  | $(8,414)$ |
| Total Liabilities | 1,612,946 | 84.1\% | 1,646,380 | 87.3\% | 33,434 |
| (NET ASSETS) <br> Shareholders' Equity | 222,721 | 11.6\% | 205,716 | 10.9\% | $(17,004)$ |
| Capital Stock | 81,447 |  | 81,447 |  | - |
| Capital Surplus | 49,485 |  | 49,485 |  | - |
| Retained Earnings | 106,103 |  | 89,198 |  | $(16,904)$ |
| Treasury Stock | $(14,314)$ |  | $(14,413)$ |  | (99) |
| Valuation and Translation Adjustments | 74,558 | 3.9\% | 25,387 | 1.3\% | $(49,171)$ |
| Valuation Difference on Available-for-sale Securities | 49,492 |  | 14,875 |  | $(34,617)$ |
| Deferred Gains or Losses on Hedges | (768) |  | $(1,383)$ |  | (615) |
| Revaluation Reserve for Land | 26,161 |  | 25,551 |  | (609) |
| Foreign Currency Translation Adjustment | (326) |  | $(13,656)$ |  | $(13,329)$ |
| Minority Interests | 8,169 | 0.4\% | 7,941 | 0.5\% | (227) |
| Total Net Assets | 305,449 | 15.9\% | 239,046 | 12.7\% | $(66,403)$ |
| Total Liabilities and Net Assets | 1,918,395 | 100.0\% | 1,885,426 | 100.0\% | $(32,968)$ |

## Income Statements (Consolidated)

FY2008 (1 April 2008-31 March 2009)

|  | $\begin{gathered} \text { FY2007 } \\ \text { (1 Apr '07-31 Mar '08) } \end{gathered}$ |  | FY2008(1 Apr '08-31 Mar '09) |  | Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | ¥ Mil | \% | ¥ Mil | \% | ¥ Mil |
| Revenues | 1,894,044 | 100.0\% | 1,948,540 | 100.0\% | 54,495 |
| Construction | 1,599,626 | 100.0\% | 1,716,108 | 100.0\% | 116,482 |
| Real Estate and Other | 294,417 | 100.0\% | 232,431 | 100.0\% | $(61,986)$ |
| Cost of Revenues | 1,778,354 | 93.9\% | 1,833,200 | 94.1\% | 54,845 |
| Construction | 1,525,036 | 95.3\% | 1,633,058 | 95.2\% | 108,022 |
| Real Estate and Other | 253,318 | 86.0\% | 200,141 | 86.1\% | $(53,176)$ |
| Gross Profit | 115,689 | 6.1\% | 115,340 | 5.9\% | (349) |
| Construction | 74,590 | 4.7\% | 83,050 | 4.8\% | 8,459 |
| Real Estate and Other | 41,099 | 14.0\% | 32,289 | 13.9\% | $(8,809)$ |
| Selling, General and Administrative Expenses | 97,593 | 5.1\% | 95,644 | 4.9\% | $(1,948)$ |
| Operating Income | 18,096 | 1.0\% | 19,695 | 1.0\% | 1,598 |
| Non-Operating Income | 31,856 | 1.7\% | 13,558 | 0.7\% | $(18,297)$ |
| Interest Income | 2,803 |  | 1,923 |  | (879) |
| Dividends Income | 5,318 |  | 5,774 |  | 456 |
| Equity in Earnings of Unconsolidated Subsidiaries and Affiliates | 10,583 |  | - |  | $(10,583)$ |
| Gain on Investments in Development Projects | 5,532 |  | - |  | $(5,532)$ |
| Other | 7,617 |  | 5,860 |  | $(1,757)$ |
| Non-Operating Expenses | 20,484 | 1.1\% | 17,254 | 0.9\% | $(3,230)$ |
| Interest Expenses | 8,479 |  | 7,830 |  | (648) |
| Foreign Exchange Losses | 6,539 |  | 4,015 |  | $(2,523)$ |
| Other | 5,465 |  | 5,408 |  | (57) |
| Recurring Profit | 29,468 | 1.6\% | 15,999 | 0.8\% | $(13,468)$ |
| Extraordinary Profit | 38,472 | 2.0\% | 13,229 | 0.7\% | $(25,242)$ |
| Gain on Sales of Noncurrent Assets | 4,440 |  | 232 |  | $(4,207)$ |
| Gain on Sales of Investment Securities | 15,153 |  | 982 |  | $(14,170)$ |
| Gain on Sales of Investments | 15,703 |  | 8,322 |  | $(7,380)$ |
| Reversal of Allowance for Doubtful Accounts | 3,176 |  | - |  | $(3,176)$ |
| Settlement Received | - |  | 3,691 |  | 3,691 |
| Extraordinary Loss | 18,545 | 1.0\% | 30,122 | 1.5\% | 11,576 |
| Loss on Sales of Noncurrent Assets | 2,315 |  | 437 |  | $(1,878)$ |
| Loss on Retirement of Noncurrent Assets | 5,759 |  | 2,298 |  | $(3,461)$ |
| Loss on Sales of Investment Securities | 8 |  | 48 |  | 39 |
| Loss on Valuation of Investment Securities | 2,214 |  | 8,620 |  | 6,406 |
| Provision of Allowance for Doubtful Accounts | - |  | 11,091 |  | 11,091 |
| Loss on Liquidation of Subsidiaries and Affiliates | - |  | 1,660 |  | 1,660 |
| Impairment Loss | 2,969 |  | 2,063 |  | (906) |
| Loss on Warranties for Completed Projects | 3,589 |  | - |  | $(3,589)$ |
| Litigation Settlement | 4 |  | 292 |  | 287 |
| Loss on Circular Transactions | 1,684 |  | 3,610 |  | 1,925 |
| Income before Income Taxes and Minority Interests | 49,394 | 2.6\% | (892) | (0.0\%) | $(50,287)$ |
| Income Taxes | 8,719 | 0.5\% | 6,516 | 0.3\% | $(2,203)$ |
| Income Taxes - Current | 8,666 |  | 4,568 |  | $(4,097)$ |
| Income Taxes - Deferred | 52 |  | 1,947 |  | 1,894 |
| Minority Interests in Loss | (33) | (0.0\%) | $(1,112)$ | (0.0\%) | $(1,078)$ |
| Net Income | 40,709 | 2.1\% | $(6,296)$ | (0.3\%) | $(47,005)$ |

Cash Flow Statements (Consolidated)

|  | FY2007 | FY2008 |
| :---: | :---: | :---: |
|  | ¥ Mil | ¥ Mil |
| OPERATING ACTIVITIES |  |  |
| Income (Loss) before Income Taxes and Minority Interests | 49,394 | (892) |
| Adjustments for: |  |  |
| Depreciation and Amortization | 17,178 | 19,565 |
| Impairment Loss | 2,969 | 2,063 |
| Increase (Decrease) in Allowance for Doubtful Accounts | $(3,695)$ | 13,144 |
| Increase (Decrease) in Provision for Warranties for Completed Construction | 168 | 1,358 |
| Increase (Decrease) in Provision for Loss on Construction Contracts | 12,171 | $(1,128)$ |
| Increase (Decrease) in Provision for Retirement Benefits | $(1,327)$ | (679) |
| Interest and Dividends Income | $(8,121)$ | $(7,698)$ |
| Interest Expenses | 8,479 | 7,830 |
| Foreign Exchange Losses (Gains) | 5,146 | 3,182 |
| Equity in (Earnings) Losses of Unconsolidated Subsidiaries and Affiliates | $(10,583)$ | - |
| Loss (Gain) on Sales and Retirement of Noncurrent Assets | 3,635 | 2,502 |
| Loss (Gain) on Sales of Investment Securities | $(15,144)$ | (934) |
| Loss (Gain) on Valuation of Investment Securities | 2,214 | 8,620 |
| Loss (Gain) on Sales of Investment | $(15,703)$ | $(8,322)$ |
| Loss (Gain) on Liquidation of Subsidiaries and Affiliates | - | 1,660 |
| Decrease (Increase) in Notes and Accounts Receivable - Trade | 42,891 | 51,543 |
| Decrease (Increase) in Operational Investment Securities | - | $(10,529)$ |
| Decrease (Increase) in Real Estate for Sale | - | $(7,164)$ |
| Decrease (Increase) in Costs on Uncompleted Construction Contracts | $(4,166)$ | $(18,580)$ |
| Decrease (Increase) in Costs on Development Projects | - | $(10,234)$ |
| Decrease (Increase) in Other Inventories | $(3,967)$ | (661) |
| Increase (Decrease) in Notes and Accounts Payable - Trade | $(68,098)$ | (587) |
| Increase (Decrease) in Advance Received | $(13,505)$ | $(9,798)$ |
| Increase (Decrease) in Deposits Received | $(29,355)$ | $(9,708)$ |
| Other, Net | $(2,545)$ | $(4,541)$ |
| Sub-total | $(31,962)$ | 20,009 |
| Interest and Dividends Income Received | 7,904 | 7,827 |
| Interest Expenses Paid | $(8,863)$ | $(8,009)$ |
| Income Taxes Paid | $(19,619)$ | $(3,700)$ |
| Net Cash provided by (used in) Operating Activities | $(52,541)$ | 16,126 |
| INVESTING ACTIVITIES |  |  |
| Purchase of Short-term Investment Securities | (536) | $(5,213)$ |
| Proceeds from Sales and Others of Short-term Investment Securities | 676 | 5,248 |
| Purchase of Property, Plant and Equipment | $(30,408)$ | $(17,856)$ |
| Proceeds from Sales of Property, Plant and Equipment | 13,057 | - |
| Purchase of Intangible Assets | $(2,323)$ | $(1,642)$ |
| Purchase of Investment Securities | $(17,541)$ | $(14,424)$ |
| Proceeds from Sales and Others of Investment Securities | 27,208 | 7,604 |
| Proceeds from Purchase of Investments in Subsidiaries Resulting in Change in Scope of Consolidation | 3,737 | - |
| Payments of Loans Receivable | $(5,164)$ | $(6,664)$ |
| Collection of Loans Receivable | 4,396 | 3,831 |
| Proceeds from Sales of Investments in Capital | 16,437 | 8,721 |
| Other, Net | $(6,518)$ | $(10,175)$ |
| Net Cash provided by (used in) Investing Activities | 3,020 | $(30,571)$ |
| FINANCING ACTIVITIES |  |  |
| Net Increase (Decrease) in Short-term Loans Payable | 7,010 | 34,566 |
| Net Increase (Decrease) in Commercial Papers | 27,000 | 15,000 |
| Proceeds from Long-term Loans Payable | 70,918 | 88,960 |
| Repayment of Long-term Loans Payable | $(74,413)$ | $(33,907)$ |
| Proceeds from Issuance of Bonds | 10,200 | - |
| Redemption of Bonds | $(28,087)$ | $(20,695)$ |
| Repayment of Finance Lease Obligations | - | $(1,971)$ |
| Purchase of Treasury Stock | $(12,321)$ | (99) |
| Cash Dividends Paid | $(7,864)$ | $(7,093)$ |
| Cash Dividends Paid to Minority Shareholders | (119) | (113) |
| Net Cash provided by (used in) Financing Activities | $(7,678)$ | 74,645 |
| Effect of Exchange Rate Change on Cash and Cash Equivalents | (610) | $(9,326)$ |
| Net Increase (Decrease) in Cash and Cash Equivalents | $(57,809)$ | 50,872 |
| Cash and Cash Equivalents at Beginning of Period | 158,100 | 100,290 |
| Increase (Decrease) in Cash and Cash Equivalents Resulting from Merger of Subsidiaries | - | 248 |
| Cash and Cash Equivalents at End of Period | 100,290 | 151,412 |

## Business \& Geographical Segment (Consolidated)

1. Performance by Business Segment FY2008 (1 April 2008-31 March 2009)

|  | Construction | Real Estate | Other | Adjustments | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | ¥ Mil | ¥ Mil | ¥ Mil | ¥ Mil | ¥ Mil |
| Revenues | 1,716,108 | 125,304 | 107,126 | - | 1,948,540 |
| Inter-company | 5,926 | 2,058 | 10,763 | $(18,748)$ | - |
| Total Revenues | 1,722,034 | 127,363 | 117,889 | $(18,748)$ | 1,948,540 |
| Operating Income | 3,138 | 13,932 | 2,960 | (335) | 19,695 |

FY2007 (1 April 2007-31 March 2008)

|  | Construction | Real Estate | Other | Adjustments | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | ¥ Mil | \# Mil | ¥ Mil | \# Mil | \# Mil |
| Revenues | 1,599,626 | 192,431 | 101,985 | - | 1,894,044 |
| Inter-company | 2,589 | 1,697 | 16,776 | $(21,062)$ | - |
| Total Revenues | 1,602,216 | 194,129 | 118,761 | $(21,062)$ | 1,894,044 |
| Operating Income (Loss) | $(5,040)$ | 20,941 | 1,076 | 1,119 | 18,096 |

2. Performance by Geographical Segment FY2008 (1 April 2008-31 March 2009)

|  | Japan | North America | Europe | Asia | Adjustments | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | ¥ Mil | ¥ Mil | ¥ Mil | ¥ Mil | ¥ Mil | ¥ Mil |
| Revenues | 1,710,405 | 144,321 | 23,550 | 70,262 | - | 1,948,540 |
| Inter-company | 866 | - | 9 | 0 | (876) | - |
| Total Revenues | 1,711,272 | 144,321 | 23,559 | 70,263 | (876) | 1,948,540 |
| Operating Income (Loss) | 16,827 | (787) | (445) | 4,092 | 8 | 19,695 |

FY2007 (1 April 2007-31 March 2008)

|  | Japan | North America | Europe | Asia | Adjustments | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | ¥ Mil | ¥ Mil | ¥ Mil | ¥ Mil | ¥ Mil | ¥ Mil |
| Revenues | 1,649,481 | 163,812 | 25,639 | 55,110 | - | 1,894,044 |
| Inter-company | 1,542 | - | 7 | 3 | $(1,554)$ | - |
| Total Revenues | 1,651,024 | 163,812 | 25,647 | 55,114 | $(1,554)$ | 1,894,044 |
| Operating Income (Loss) | 11,834 | 5,675 | $(2,277)$ | 2,855 | 8 | 18,096 |

## 3. Overseas Revenues

FY2008 (1 April 2008-31 March 2009)

|  | North America | Europe | Asia | Other Resions | Total |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | ¥ Mil | \# Mil | ¥ Mil | ¥ Mil | \# Mil |
| Revenues | 144,102 | 24,391 | 86,898 | 141,570 | 396,963 |
| Consolidated Revenues |  |  |  |  | 1,948,540 |
| Note: | 7.4\% | 1.2\% | 4.5\% | 7.3\% | 20.4\% |

FY2007 (1 April 2007-31 March 2008)

|  | North America | Europe | Asia | Other Resions | Total |
| :--- | ---: | :---: | :---: | :---: | :---: |
|  | $¥$ Mil | $¥$ Mil | $¥$ Mil | $¥$ Mil | $¥$ Mil |
| Revenues | 163,861 | 26,216 | 79,794 | 80,699 | 350,572 |
| Consolidated Revenues |  |  |  |  | $1,894,044$ |
| Note: | $8.6 \%$ | $1.4 \%$ | $4.2 \%$ | $4.3 \%$ | $18.5 \%$ |

Note: percentage of overseas revenues to the consolidated revenues

## Balance Sheets (Non-Consolidated)

as at 31 March 2009

| As at | 31 March '08 |  | 31 March '09 |  | Change <br> ¥ Mil |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | ¥ Mil | \% | ¥ Mil | \% |  |
| (ASSETS) |  |  |  |  |  |
| Current Assets | 898,142 | 58.5\% | 955,009 | 62.4\% | 56,867 |
| Cash and Deposits | 66,326 |  | 110,948 |  | 44,621 |
| Notes Receivable - Trade | 12,042 |  | 23,689 |  | 11,646 |
| Accounts Receivable from Completed Construction Contracts | 460,519 |  | 399,585 |  | $(60,933)$ |
| Short-term Investment Securities | 99 |  | 237 |  | 137 |
| Operational Investment Securities | - |  | 23,347 |  | 23,347 |
| Real Estate for Sale | 30,755 |  | 35,689 |  | 4,934 |
| Costs on Uncompleted Construction Contracts | 79,464 |  | 101,710 |  | 22,246 |
| Costs on Development Projects and Other Business in Progress | 64,407 |  | 82,274 |  | 17,867 |
| Raw Materials and Supplies | 182 |  | 45 |  | (136) |
| Prepaid Expenses | 1,676 |  | 1,477 |  | (198) |
| Deferred Tax Assets | 63,647 |  | 64,752 |  | 1,104 |
| Accounts Receivable - Other | 32,283 |  | 23,121 |  | $(9,162)$ |
| Advances Paid | 57,014 |  | 66,467 |  | 9,453 |
| Other | 31,385 |  | 24,914 |  | $(6,470)$ |
| Allowance for Doubtful Accounts | $(1,662)$ |  | $(3,253)$ |  | $(1,590)$ |
| Noncurrent Assets | 636,211 | 41.5\% | 575,340 | 37.6\% | $(60,870)$ |
| Property, Plant and Equipment | 231,508 |  | 233,274 |  | 1,766 |
| Buildings | 74,068 |  | 74,291 |  | 222 |
| Structures | 3,090 |  | 3,430 |  | 339 |
| Machinery and Equipment | 2,245 |  | 2,498 |  | 252 |
| Vehicles | 307 |  | 260 |  | (46) |
| Tools, Furniture and Fixtures | 2,144 |  | 2,443 |  | 298 |
| Land | 145,746 |  | 144,880 |  | (866) |
| Lease Assets | - |  | 1,284 |  | 1,284 |
| Construction in Progress | 3,502 |  | 3,789 |  | 287 |
| Other | 402 |  | 395 |  | (6) |
| Intangible Assets | 7,660 |  | 7,468 |  | (191) |
| Leasehold Right | 4,650 |  | 4,650 |  | - |
| Software | 2,538 |  | 2,335 |  | (203) |
| Lease Assets | - |  | 11 |  | 11 |
| Other | 471 |  | 470 |  | (0) |
| Investments and Other Assets | 397,043 |  | 334,598 |  | $(62,445)$ |
| Investment Securities | 241,011 |  | 165,715 |  | $(75,295)$ |
| Stocks of Subsidiaries and Affiliates | 54,980 |  | 68,886 |  | 13,905 |
| Investments in Other Securities of Subsidiaries and Affiliates | 3,120 |  | 4,500 |  | 1,380 |
| Investments in Capital | 953 |  | 940 |  | (13) |
| Investments in Capital of Subsidiaries and Affiliates | 6,278 |  | 5,432 |  | (846) |
| Long-term Loans Receivable | 3,591 |  | 3,589 |  | (1) |
| Long-term Loans Receivable from Employees | 1 |  | 1 |  | 0 |
| Long-term Loans Receivable from Subsidiaries and Affiliates | 35,389 |  | 10,612 |  | $(24,776)$ |
| Claims Provable in Bankruptcy, Claims Provable in Rehabilitation | 239 |  | 3,807 |  | 3,568 |
| Long-term Prepaid Expenses | 4,703 |  | 5,763 |  | 1,060 |
| Deferred Tax Assets | 37,621 |  | 56,563 |  | 18,942 |
| Other | 19,727 |  | 26,720 |  | 6,993 |
| Allowance for Doubtful Accounts | $(10,574)$ |  | $(17,936)$ |  | $(7,362)$ |
| Total Assets | 1,534,353 | 100.0\% | 1,530,350 | 100.0\% | $(4,003)$ |


| As at | 31 March '08 |  | 31 March '09 |  | Change$¥ \text { Mil }$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | ¥ Mil | \% | ¥ Mil | \% |  |
| (LIABILITIES) Current Liabilities | 970,362 | 63.2\% | 1,014,043 | 66.3\% | 43,681 |
| Notes Payable - Trade | 1,934 |  | 3,786 |  | 1,852 |
| Accounts Payable for Construction Contracts | 446,515 |  | 455,386 |  | 8,871 |
| Short-term Loans Payable | 79,068 |  | 110,715 |  | 31,647 |
| Commercial Papers | 77,000 |  | 92,000 |  | 15,000 |
| Current Portion of Bonds | 10,000 |  | 20,000 |  | 10,000 |
| Lease Obligations | - |  | 515 |  | 515 |
| Accounts Payable - Other | 13,572 |  | 17,177 |  | 3,604 |
| Accrued Expenses | 12,041 |  | 11,531 |  | (510) |
| Income Taxes Payable | 848 |  | 1,714 |  | 866 |
| Advances Received on Uncompleted Construction Contracts | 150,270 |  | 134,126 |  | $(16,144)$ |
| Deposit Received Development Projects and Other Business | 17,996 |  | 16,770 |  | $(1,226)$ |
| Deposits Received | 111,306 |  | 101,116 |  | $(10,189)$ |
| Unearned Revenue | 4,978 |  | 4,401 |  | (577) |
| Provision for Warranties for Completed Construction | 1,140 |  | 2,594 |  | 1,454 |
| Provision for Loss on Construction Contracts | 20,770 |  | 19,470 |  | $(1,300)$ |
| Deposits Received from Employees | 22,038 |  | 21,551 |  | (486) |
| Other | 881 |  | 1,186 |  | 304 |
| Noncurrent Liabilities | 298,964 | 19.5\% | 300,360 | 19.6\% | 1,395 |
| Bonds Payable | 60,000 |  | 40,000 |  | $(20,000)$ |
| Long-term Loans Payable | 88,148 |  | 133,526 |  | 45,377 |
| Lease Obligations | - |  | 797 |  | 797 |
| Deferred Tax Liabilities for Land Revaluation | 18,995 |  | 18,589 |  | (406) |
| Provision for Retirement Benefits | 56,990 |  | 56,579 |  | (411) |
| Allowance for Loss on Development Projects | 5,904 |  | - |  | $(5,904)$ |
| Provision for Loss on Business of Subsidiaries and Affiliates | 18,452 |  | 6,764 |  | $(11,687)$ |
| Long-term Accounts Payable - Other | 22,210 |  | 20,086 |  | $(2,124)$ |
| Long-term Deposits Received | 24,762 |  | 22,773 |  | $(1,988)$ |
| Other | 3,501 |  | 1,242 |  | $(2,258)$ |
| Total Liabilities | 1,269,327 | 82.7\% | 1,314,404 | 85.9\% | 45,076 |
| (NET ASSETS) |  |  |  |  |  |
| Shareholders' Equity | 190,667 | 12.4\% | 176,478 | 11.5\% | $(14,189)$ |
| Capital Stock | 81,447 |  | 81,447 |  | - |
| Capital Surplus | 49,485 |  | 49,485 |  | - |
| Legal Capital Surplus | 49,485 |  | 49,485 |  | - |
| Retained Earnings | 72,910 |  | 58,820 |  | $(14,090)$ |
| Reserve for Special Depreciation | 118 |  | 58 |  | (59) |
| Reserve for Advanced Depreciation of Noncurrent Assets | 11,095 |  | 9,768 |  | $(1,327)$ |
| General Reserve | 51,997 |  | 51,997 |  | - |
| Retained Earnings Brought Forward | 9,699 |  | $(3,004)$ |  | $(12,703)$ |
| Treasury Stock | $(13,174)$ |  | $(13,273)$ |  | (99) |
| Valuation and Translation Adjustments | 74,358 | 4.9\% | 39,467 | 2.6\% | $(34,891)$ |
| Valuation Difference on Available-for-sale Securities | 49,406 |  | 15,021 |  | $(34,385)$ |
| Deferred Gains or Losses on Hedges | (729) |  | (638) |  | 91 |
| Revaluation Reserve for Land | 25,681 |  | 25,084 |  | (597) |
| Total Net Assets | 265,026 | 17.3\% | 215,945 | 14.1\% | $(49,080)$ |
| Total Liabilities and Net Assets | 1,534,353 | 100.0\% | 1,530,350 | 100.0\% | $(4,003)$ |

## Income Statements (Non-Consolidated)

FY2008 (1 April 2008-31 March 2009)

|  | $\begin{gathered} \text { FY2007 } \\ (1 \mathrm{Apr} \text { '07-31 Mar '08) } \end{gathered}$ |  | FY2008(1 Apr '08-31 Mar '09) |  | Change |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | ¥ Mil | \% | ¥ Mil | \% | ¥ Mil |
| Revenues | 1,423,143 | 100.0\% | 1,491,936 | 100.0\% | 68,792 |
| Construction | 1,288,730 | 100.0\% | 1,416,496 | 100.0\% | 127,765 |
| Real Estate and Other | 134,413 | 100.0\% | 75,440 | 100.0\% | $(58,973)$ |
| Cost of Revenues | 1,352,030 | 95.0\% | 1,417,399 | 95.0\% | 65,369 |
| Construction | 1,236,525 | 95.9\% | 1,358,018 | 95.9\% | 121,493 |
| Real Estate and Other | 115,505 | 85.9\% | 59,380 | 78.7\% | $(56,124)$ |
| Gross Profit | 71,113 | 5.0\% | 74,537 | 5.0\% | 3,423 |
| Construction | 52,205 | 4.1\% | 58,477 | 4.1\% | 6,272 |
| Real Estate and Other | 18,908 | 14.1\% | 16,059 | 21.3\% | $(2,848)$ |
| Selling, General and Administrative Expenses | 66,471 | 4.7\% | 65,175 | 4.4\% | $(1,295)$ |
| Operating Income | 4,642 | 0.3\% | 9,361 | 0.6\% | 4,719 |
| Non-Operating Income | 15,052 | 1.1\% | 12,949 | 0.9\% | $(2,103)$ |
| Interest Income | 463 |  | 490 |  | 27 |
| Dividends Income | 12,587 |  | 9,324 |  | $(3,262)$ |
| Other | 2,001 |  | 3,133 |  | 1,131 |
| Non-Operating Expenses | 14,531 | 1.0\% | 10,539 | 0.7\% | $(3,992)$ |
| Interest Expenses | 4,475 |  | 5,033 |  | 557 |
| Interest on Bonds | 1,262 |  | 993 |  | (269) |
| Provision of Allowance for Doubtful Accounts | - |  | 176 |  | 176 |
| Foreign Exchange Losses | 5,356 |  | 1,194 |  | $(4,162)$ |
| Other | 3,436 |  | 3,142 |  | (293) |
| Recurring Profit | 5,163 | 0.4\% | 11,771 | 0.8\% | 6,608 |
| Extraordinary Profit | 26,499 | 1.8\% | 8,037 | 0.5\% | $(18,462)$ |
| Gain on Sales of Noncurrent Assets | 1,311 |  | 98 |  | $(1,212)$ |
| Gain on Sales of Investment Securities | 87 |  | 2 |  | (85) |
| Gain on Sales of Investments in Capital of Subsidiaries and Affiliates | 15,027 |  | 7,937 |  | $(7,090)$ |
| Reversal of Allowance for Doubtful Accounts | 4,878 |  | - |  | $(4,878)$ |
| Reversal of Provision for Loss on Business of Subsidiaries and Affiliates | 5,195 |  | - |  | $(5,195)$ |
| Extraordinary Loss | 15,619 | 1.1\% | 25,818 | 1.7\% | 10,198 |
| Loss on Sales of Noncurrent Assets | 2,094 |  | 75 |  | $(2,019)$ |
| Loss on Retirement of Noncurrent Assets | 5,629 |  | 2,164 |  | $(3,464)$ |
| Loss on Sales of Investment Securities | 7 |  | 45 |  | 38 |
| Loss on Valuation of Investment Securities | 2,172 |  | 8,414 |  | 6,242 |
| Loss on Valuation of Stocks of Subsidiaries and Affiliates | - |  | 299 |  | 299 |
| Impairment Loss | 2,122 |  | 861 |  | $(1,261)$ |
| Provision of Allowance for Doubtful Accounts | - |  | 11,091 |  | 11,091 |
| Provision for Loss on Business of Subsidiaries and Affiliates | - |  | 2,573 |  | 2,573 |
| Loss on Warranties for Completed Projects | 3,589 |  | - |  | $(3,589)$ |
| Litigation Settlement | 4 |  | 292 |  | 287 |
| Income (Loss) before Income Taxes | 16,043 | 1.1\% | $(6,009)$ | (0.4\% ) | $(22,053)$ |
| Income Taxes | 10,173 | 0.7\% | 1,538 | 0.1\% | $(8,634)$ |
| Income Taxes - Current | 4,732 |  | $(1,349)$ |  | $(6,082)$ |
| Income Taxes - Deferred | 5,441 |  | 2,888 |  | $(2,552)$ |
| Net Income (Loss) | 5,870 | 0.4\% | $(7,548)$ | (0.5\%) | $(13,418)$ |

## Supplementary Information: <br> Contract Awards, Revenues and Contract Backlogs (Non-Consolidated)

(1) Breakdown of Contract Awards (Non-Consolidated)

|  | FY2007 |  | FY2008 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | ¥Mil | Proportion | $\ddagger \mathrm{Mil}$ | Proportion | ¥Mil | \% |
| Civil Engineering |  |  |  |  |  |  |
| Domestic - Public | 105,591 | 7.2\% | 197,562 | 14.2\% | 91,970 | 87.1 |
| Domestic - Private | 134,189 | 9.1\% | 113,388 | 8.2\% | $(20,800)$ | (15.5) |
| Oveaseas | 100,036 | 6.9\% | 81,508 | 5.9\% | $(18,527)$ | (18.5) |
| Sub-total | 339,817 | 23.2\% | 392,459 | 28.3\% | 52,641 | 15.5 |
| Building Construction |  |  |  |  |  |  |
| Domestic - Public | 21,360 | 1.5\% | 35,281 | 2.6\% | 13,921 | 65.2 |
| Domestic - Private | 1,036,156 | 70.8\% | 877,856 | 63.2\% | $(158,300)$ | (15.3) |
| Oveaseas | 473 | 0.0\% | 48 | 0.0\% | (425) | (89.8) |
| Sub-total | 1,057,989 | 72.3\% | 913,185 | 65.8\% | $(144,804)$ | (13.7) |
| Construction Total |  |  |  |  |  |  |
| Domestic - Public | 126,951 | 8.7\% | 232,843 | 16.8\% | 105,891 | 83.4 |
| Domestic - Private | 1,170,345 | 79.9\% | 991,244 | 71.4\% | $(179,101)$ | (15.3) |
| Oveaseas | 100,509 | 6.9\% | 81,557 | 5.9\% | $(18,952)$ | (18.9) |
| Sub-total | 1,397,807 | 95.5\% | 1,305,644 | 94.1\% | $(92,162)$ | (6.6) |
| Real Estate and Other | 65,880 | 4.5\% | 81,994 | 5.9\% | 16,114 | 24.5 |
| Grand Total | 1,463,688 | 100.0\% | 1,387,639 | 100.0\% | $(76,048)$ | (5.2) |

(2) Forecast of Contract Awards (Non-Consolidated)

|  | Half-year |  | Full-year |  |
| :---: | :---: | :---: | :---: | :---: |
|  | Amount | Change | Amount | Change |
|  | ¥Mil | \% | ¥Mil | \% |
| Civil Engineering | 120,000 | (42.1) | 320,000 | (18.5) |
| Building Construction | 300,000 | (37.7) | 800,000 | (12.4) |
| Construction Total | 420,000 | (39.1) | 1,120,000 | (14.2) |
| Real Estate and Other | 20,000 | (64.8) | 45,000 | (45.1) |
| Grand Total | 440,000 | (41.0) | 1,165,000 | (16.0) |

$\%$ : Representing increase (decrease) from the same period of the previous year

## Disclaimer

Projections contained herein are based on information available as at the date of this announcement, and are subject to risks and uncertainties that may cause the actual results to vary.
(3) Breakdown of Revenues (Non-Consolidated)

|  | FY2007 |  | FY2008 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | ¥Mil | Proportion | ¥Mil | Proportion | ¥Mil | \% |
| Civil Engineering |  |  |  |  |  |  |
| Domestic - Public | 113,768 | 8.0\% | 137,239 | 9.2\% | 23,471 | 20.6 |
| Domestic - Private | 133,771 | 9.4\% | 119,421 | 8.0\% | $(14,349)$ | (10.7) |
| Oveaseas | 102,861 | 7.2\% | 156,110 | 10.4\% | 53,248 | 51.8 |
| Sub-total | 350,400 | 24.6\% | 412,771 | 27.6\% | 62,370 | 17.8 |
| Building Construction |  |  |  |  |  |  |
| Domestic - Public | 32,475 | 2.3\% | 31,219 | 2.1\% | $(1,256)$ | (3.9) |
| Domestic - Private | 905,529 | 63.6\% | 972,060 | 65.1\% | 66,531 | 7.3 |
| Oveaseas | 325 | 0.1\% | 444 | 0.1\% | 119 | 36.8 |
| Sub-total | 938,330 | 66.0\% | 1,003,725 | 67.3\% | 65,395 | 7.0 |
| Construction Total |  |  |  |  |  |  |
| Domestic - Public | 146,244 | 10.3\% | 168,459 | 11.3\% | 22,215 | 15.2 |
| Domestic - Private | 1,039,300 | 73.0\% | 1,091,482 | 73.1\% | 52,181 | 5.0 |
| Oveaseas | 103,186 | 7.3\% | 156,554 | 10.5\% | 53,368 | 51.7 |
| Sub-total | 1,288,730 | 90.6\% | 1,416,496 | 94.9\% | 127,765 | 9.9 |
| Real Estate and Other | 134,413 | 9.4\% | 75,440 | 5.1\% | $(58,973)$ | (43.9) |
| Grand Total | 1,423,143 | 100.0\% | 1,491,936 | 100.0\% | 68,792 | 4.8 |

(4) Breakdown of Contract Backlogs (Non-Consolidated)

| As at | 31 March '08 |  | 31 March '09 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | ¥Mil | Proportion | ¥Mil | Proportion | ¥Mil | \% |
| Civil Engineering |  |  |  |  |  |  |
| Domestic - Public | 243,145 | 15.2\% | 303,467 | 20.3\% | 60,322 | 24.8 |
| Domestic - Private | 114,977 | 7.2\% | 108,944 | 7.3\% | $(6,033)$ | (5.2) |
| Oveaseas | 224,770 | 14.1\% | 150,169 | 10.1\% | $(74,601)$ | (33.2) |
| Sub-total | 582,893 | 36.5\% | 562,581 | 37.7\% | $(20,311)$ | (3.5) |
| Building Construction |  |  |  |  |  |  |
| Domestic - Public | 52,222 | 3.3\% | 56,284 | 3.8\% | 4,061 | 7.8 |
| Domestic - Private | 920,704 | 57.7\% | 826,499 | 55.4\% | $(94,204)$ | (10.2) |
| Oveaseas | 397 | 0.0\% | 0 | 0.0\% | (396) | (99.9) |
| Sub-total | 973,324 | 61.0\% | 882,784 | 59.2\% | $(90,539)$ | (9.3) |
| Construction Total |  |  |  |  |  |  |
| Domestic - Public | 295,367 | 18.5\% | 359,752 | 24.1\% | 64,384 | 21.8 |
| Domestic - Private | 1,035,681 | 64.9\% | 935,444 | 62.7\% | $(100,237)$ | (9.7) |
| Oveaseas | 225,167 | 14.1\% | 150,170 | 10.1\% | $(74,997)$ | (33.3) |
| Sub-total | 1,556,217 | 97.5\% | 1,445,366 | 96.9\% | $(110,851)$ | (7.1) |
| Real Estate and Other | 39,765 | 2.5\% | 46,320 | 3.1\% | 6,554 | 16.5 |
| Grand Total | 1,595,983 | 100.0\% | 1,491,686 | 100.0\% | $(104,296)$ | (6.5) |

