## KAJIMA CORPORATION

### **Consolidated and Non-Consolidated Financial Statements**

(For the Period from April 1, 2011 to June 30, 2011)

### 1. Summary of Operating Results (Consolidated) Q1 / FY2011 (April 1, 2011 - June 30, 2011)

#### (1) Financial Results (Consolidated)

|             | Revenu    | ies    | Operating Income |        | Recurring Profit |        | Net Income |        | Basic Net<br>Income<br>per Share |
|-------------|-----------|--------|------------------|--------|------------------|--------|------------|--------|----------------------------------|
|             | JPY mil   | %      | JPY mil          | %      | JPY mil          | %      | JPY mil    | %      | JPY                              |
| Q1 / FY2011 | 291,642   | (5.3)  | 3,427            | (63.1) | 3,132            | (72.1) | 289        | (96.6) | 0.28                             |
| Q1 / FY2010 | 307,991   | (27.0) | 9,296            | 96.8   | 11,240           | 89.3   | 8,578      | 128.8  | 8.25                             |
| FY2010      | 1,325,679 | (19.0) | 17,272           | -      | 17,502           | 94.2   | 25,844     | 95.4   | 24.87                            |

<sup>%:</sup> Representing increase (decrease) from the same period of the previous year

#### (2) Assets and Equity (Consolidated)

|                | Total Assets | Equity  | Shareholders' Equity / Assets Ratio |
|----------------|--------------|---------|-------------------------------------|
| As at          | JPY mil      | JPY mil | %                                   |
| June 30, 2011  | 1,632,427    | 251,951 | 15.4                                |
| March 31, 2011 | 1,644,962    | 253,299 | 15.4                                |

## 2. Forecasts of Operating Results (Consolidated) FY2011 (April 1, 2011 - March 31, 2012)

|           | Revenu    | es   | Operating Income Recur |        | Recurring | Recurring Profit |         | Net Income |       |
|-----------|-----------|------|------------------------|--------|-----------|------------------|---------|------------|-------|
|           | JPY mil   | %    | JPY mil                | %      | JPY mil   | %                | JPY mil | %          | JPY   |
| Half-year | 660,000   | 1.3  | 12,000                 | (58.5) | 11,000    | (65.9)           | 6,000   | (70.4)     | 5.77  |
| Full-year | 1,470,000 | 10.9 | 34,000                 | 96.8   | 33,000    | 88.5             | 17,000  | (34.2)     | 16.36 |

<sup>%:</sup> Representing increase (decrease) from the same period of the previous year

# 3. Summary of Operating Results (Non-Consolidated) Q1 / FY2011 (April 1, 2011 - June 30, 2011)

#### (1) Financial Results (Non-Consolidated)

|             | Revenu  | ies    | Operating Income |        | Recurring Profit |        | Net Income |        | Basic Net<br>Income<br>per Share |
|-------------|---------|--------|------------------|--------|------------------|--------|------------|--------|----------------------------------|
|             | JPY mil | %      | JPY mil          | %      | JPY mil          | %      | JPY mil    | %      | JPY                              |
| Q1 / FY2011 | 223,100 | (7.7)  | 3,387            | (65.1) | 3,940            | (67.5) | 1,524      | (83.8) | 1.46                             |
| Q1 / FY2010 | 241,723 | (30.4) | 9,716            | 115.0  | 12,137           | 122.0  | 9,427      | 319.1  | 9.05                             |
| FY2010      | 970,413 | (22.0) | 7,962            | -      | 5,786            | (23.2) | 4,540      | 45.1   | 4.36                             |

<sup>%:</sup> Representing increase (decrease) from the same period of the previous year

#### (2) Assets and Equity (Non-Consolidated)

|                | Total Assets | Equity  | Shareholders' Equity / Assets Ratio |  |  |
|----------------|--------------|---------|-------------------------------------|--|--|
| As at          | JPY mil      | JPY mil | %                                   |  |  |
| June 30, 2011  | 1,326,910    | 205,221 | 15.5                                |  |  |
| March 31, 2011 | 1,327,429    | 208,275 | 15.7                                |  |  |

# 4. Forecasts of Operating Results (Non-Consolidated) FY2011 (April 1, 2011 - March 31, 2012)

|           | Revenu    | ues Operating Income Recurring Profit |         | Profit | Net Inco | Basic Net<br>Income<br>per Share |         |        |      |
|-----------|-----------|---------------------------------------|---------|--------|----------|----------------------------------|---------|--------|------|
|           | JPY mil   | %                                     | JPY mil | %      | JPY mil  | %                                | JPY mil | %      | JPY  |
| Half-year | 480,000   | (1.4)                                 | 9,000   | (64.4) | 7,000    | (72.5)                           | 3,500   | (78.4) | 3.36 |
| Full-year | 1,090,000 | 12.3                                  | 25,000  | 214.0  | 20,000   | 245.6                            | 10,000  | 120.3  | 9.61 |

<sup>%:</sup> 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.

#### **Revisions on Financial Statements**

No revisions have been made to our forecasts of half-year and full-year operating results, which we announced on May 13, 2011.

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 June 30, 2011

| As at   | March 31, | 2011   | June 30, 2 | 2011   | Change   |
|---|-----------|--------|------------|--------|----------|
|   | JPY mil   | %      | JPY mil    | %      | JPY mil  |
| (ASSETS)  |           |        |            |        |          |
| Current Assets  | 1,017,298 | 61.8%  | 1,004,172  | 61.5%  | (13,125) |
| Cash and Deposits   | 158,960   |        | 161,337    |        | 2,377    |
| Notes Receivable, Accounts Receivable from Completed Construction Contracts and Other | 442,615   |        | 407,195    |        | (35,420) |
| Operational Investment Securities   | 18,438    |        | 19,700     |        | 1,262    |
| Real Estate for Sale  | 89,978    |        | 89,626     |        | (351)    |
| Costs on Uncompleted Construction Contracts   | 48,225    |        | 57,598     |        | 9,372    |
| Costs on Development Projects in Progress   | 91,261    |        | 95,725     |        | 4,463    |
| Other Inventories   | 12,500    |        | 12,644     |        | 143      |
| Other   | 158,535   |        | 162,926    |        | 4,390    |
| Allowance for Doubtful Accounts   | (3,218)   |        | (2,583)    |        | 635      |
| Noncurrent Assets   | 627,664   | 38.2%  | 628,254    | 38.5%  | 590      |
| Property, Plant and Equipment   | 337,260   |        | 340,290    |        | 3,030    |
| Land  | 193,891   |        | 194,037    |        | 146      |
| Other   | 143,368   |        | 146,252    |        | 2,884    |
| Intangible Assets   | 6,560     |        | 6,332      |        | (228)    |
| Investments and Other Assets  | 283,843   |        | 281,631    |        | (2,211)  |
| Investment Securities   | 197,206   |        | 194,655    |        | (2,551)  |
| Other   | 107,053   |        | 107,954    |        | 901      |
| Allowance for Doubtful Accounts   | (20,416)  |        | (20,978)   |        | (561)    |
| Total Assets  | 1,644,962 | 100.0% | 1,632,427  | 100.0% | (12,535) |

| As at  | March 31, | 2011   | June 30,  | 2011   | Change   |
|--|-----------|--------|-----------|--------|----------|
|  | JPY mil   | %      | JPY mil   | %      | JPY mil  |
| (LIABILITIES)  |           |        |           |        |          |
| Current Liabilities  | 946,574   | 57.5%  | 935,265   | 57.3%  | (11,308) |
| Notes Payable, Accounts Payable for Construction Contracts and Other | 417,148   |        | 396,994   |        | (20,154) |
| Short-term Loans Payable   | 200,044   |        | 271,957   |        | 71,912   |
| Commercial Papers  | 64,000    |        | -         |        | (64,000) |
| Current Portion of Bonds   | 10,000    |        | 10,000    |        | -        |
| Advances Received on Uncompleted Construction Contracts              | 72,160    |        | 92,595    |        | 20,434   |
| Provision for Loss on Construction Contracts                         | 20,894    |        | 19,109    |        | (1,784)  |
| Other Provision  | 3,910     |        | 3,695     |        | (215)    |
| Other  | 158,415   |        | 140,914   |        | (17,500) |
| Noncurrent Liabilities   | 445,088   | 27.1%  | 445,210   | 27.3%  | 121      |
| Bonds Payable  | 95,000    |        | 95,000    |        | -        |
| Long-term Loans Payable  | 189,929   |        | 189,620   |        | (308)    |
| Provision for Retirement Benefits                                    | 59,866    |        | 60,025    |        | 158      |
| Other  | 100,292   |        | 100,563   |        | 271      |
| Total Liabilities  | 1,391,662 | 84.6%  | 1,380,476 | 84.6%  | (11,186) |
| (NET ASSETS)   |           |        |           |        |          |
| Shareholders' Equity   | 237,252   | 14.4%  | 234,351   | 14.4%  | (2,901)  |
| Capital Stock  | 81,447    |        | 81,447    |        | -        |
| Capital Surplus  | 45,330    |        | 45,330    |        | -        |
| Retained Earnings  | 116,503   |        | 113,676   |        | (2,827)  |
| Treasury Stock   | (6,029)   |        | (6,103)   |        | (73)     |
| Accumulated Other Comprehensive Income                               | 15,634    | 1.0%   | 17,226    | 1.0%   | 1,591    |
| Valuation Difference on Available-for-sale<br>Securities             | 19,796    |        | 18,398    |        | (1,398)  |
| Deferred Gains or Losses on Hedges                                   | (1,252)   |        | (1,192)   |        | 60       |
| Revaluation Reserve for Land   | 14,309    |        | 14,308    |        | (1)      |
| Foreign Currency Translation Adjustment                              | (17,219)  |        | (14,287)  |        | 2,931    |
| Minority Interests   | 413       | 0.0%   | 373       | 0.0%   | (39)     |
| Total Net Assets   | 253,299   | 15.4%  | 251,951   | 15.4%  | (1,348)  |
| Total Liabilities and Net Assets                                     | 1,644,962 | 100.0% | 1,632,427 | 100.0% | (12,535) |

# Income Statements (Consolidated) Q1 / FY2011 (April 1, 2011 - June 30, 2011)

|   | Q1 / FY2010 |        | Q1 / FY2           | 2011   |          | FY2010            |         |
|---|-------------|--------|--------------------|--------|----------|-------------------|---------|
|   |             |        | (Apr. 1, 2011 - Ju |        | Change   | (Apr. 1, 2010 - M |         |
|   | JPY mil     | %      | JPY mil            | %      | JPY mil  | JPY mil           | %       |
| Revenues  | 307,991     | 100.0% | 291,642            | 100.0% | (16,348) | 1,325,679         | 100.0%  |
| Construction  | 278,545     | 100.0% | 261,254            | 100.0% | (17,290) | 1,146,133         | 100.0%  |
| Real Estate and Other   | 29,446      | 100.0% | 30,388             | 100.0% | 942      | 179,546           | 100.0%  |
| Cost of Revenues  | 278,600     | 90.5%  | 268,199            | 92.0%  | (10,401) | 1,223,164         | 92.3%   |
| Construction  | 252,917     | 90.8%  | 241,495            | 92.4%  | (11,421) | 1,059,927         | 92.5%   |
| Real Estate and Other   | 25,682      | 87.2%  | 26,703             | 87.9%  | 1,020    | 163,236           | 90.9%   |
| Gross Profit  | 29,390      | 9.5%   | 23,443             | 8.0%   | (5,947)  | 102,515           | 7.7%    |
| Construction  | 25,627      | 9.2%   | 19,758             | 7.6%   | (5,868)  | 86,205            | 7.5%    |
| Real Estate and Other   | 3,763       | 12.8%  | 3,685              | 12.1%  | (78)     | 16,309            | 9.1%    |
| Selling, General and<br>Administrative Expenses   | 20,094      | 6.5%   | 20,016             | 6.8%   | (78)     | 85,242            | 6.4%    |
| Operating Income  | 9,296       | 3.0%   | 3,427              | 1.2%   | (5,868)  | 17,272            | 1.3%    |
| Non-Operating Income  | 4,629       | 1.5%   | 3,474              | 1.2%   | (1,154)  | 15,876            | 1.2%    |
| Dividends Income  | 1,858       |        | 1,925              |        | 66       | 4,345             |         |
| Other   | 2,771       |        | 1,549              |        | (1,221)  | 11,530            |         |
| Non-Operating Expenses  | 2,685       | 0.9%   | 3,770              | 1.3%   | 1,085    | 15,646            | 1.2%    |
| Interest Expenses   | 1,925       |        | 1,855              |        | (69)     | 8,725             |         |
| Foreign Exchange Losses   | -           |        | 892                |        | 892      | 2,673             |         |
| Other   | 760         |        | 1,022              |        | 262      | 4,247             |         |
| Recurring Profit  | 11,240      | 3.6%   | 3,132              | 1.1%   | (8,108)  | 17,502            | 1.3%    |
| Extraordinary Profit  | 184         | 0.1%   | 90                 | 0.0%   | (93)     | 12,801            | 1.0%    |
| Gain on Sales of Noncurrent<br>Assets   | 30          |        | 57                 |        | 26       | 220               |         |
| Gain on Sales of Investment Securities  | 109         |        | 33                 |        | (75)     | 188               |         |
| Reversal of Allowance for<br>Doubtful Accounts  | 44          |        | -                  |        | (44)     | 66                |         |
| Other   | -           |        | -                  |        | -        | 12,326            |         |
| Extraordinary Loss  | 460         | 0.1%   | 626                | 0.2%   | 165      | 4,159             | 0.3%    |
| Loss on Valuation of<br>Investment Securities   | 218         |        | 580                |        | 361      | 1,520             |         |
| Loss on Adjustment for<br>Changes of Accounting<br>Standard for Asset<br>Retirement Obligations | 225         |        | -                  |        | (225)    | 225               |         |
| Other   | 16          |        | 45                 |        | 29       | 2,413             |         |
| Income before Income Taxes and Minority Interests   | 10,964      | 3.6%   | 2,596              | 0.9%   | (8,367)  | 26,144            | 2.0%    |
| Income Taxes  | 2,372       | 0.8%   | 2,313              | 0.8%   | (58)     | (1,328)           | (0.1%)  |
| Income Taxes - Current  | 351         | 0.070  | 760                | 0.076  | 409      | 4,912             | (0.170) |
| Refund of Income Taxes for<br>Prior Periods   |             |        | -                  |        | 3,996    | (3,996)           |         |
| Income Taxes - Deferred   | 6,017       |        | 1,553              |        | (4,464)  | (2,243)           |         |
| Income before Minority Interests  | 8,591       | 2.8%   | 282                | 0.1%   | (8,308)  | 27,472            | 2.1%    |
| Minority Interests in Income  | 13          | 0.0%   | (6)                | (0.0%) | (19)     | 1,628             | 0.2%    |
| Net Income  | 8,578       | 2.8%   | 289                | 0.1%   | (8,288)  | 25,844            | 1.9%    |

## **Segment Performance (Consolidated)**

### Q1 / FY2010 (April 1, 2010 - June 30, 2010)

|                  |                      | jima Corporati<br>arent Compar |                       | Domestic<br>Subsidiaries | Overseas<br>Subsidiaries | Adjustments  | Total   |
|------------------|----------------------|--------------------------------|-----------------------|--------------------------|--------------------------|--------------|---------|
|                  | Civil<br>Engineering | Building<br>Construction       | Real Estate and Other | and<br>Affiliates        | and<br>Affiliates        | Aujustinents |         |
|                  | JPY bln              | JPY bln                        | JPY bln               | JPY bln                  | JPY bln                  | JPY bln      | JPY bln |
| Total Revenues   | 84.1                 | 150.7                          | 6.8                   | 61.3                     | 34.8                     | (29.9)       | 307.9   |
| Operating Income | 5.3                  | 5.1                            | (0.6)                 | (0.0)                    | (0.0)                    | (0.3)        | 9.2     |
| Operating Margin | 6.3%                 | 3.4%                           | (10.2%)               | (0.0%)                   | (0.2%)                   | -            | 3.0%    |

### Q1 / FY2011 (April 1, 2011 - June 30, 2011)

|                  |                      | ijima Corporati<br>arent Compar |                       | Domestic<br>Subsidiaries | Overseas<br>Subsidiaries | Adjustments  | Total   |
|------------------|----------------------|---------------------------------|-----------------------|--------------------------|--------------------------|--------------|---------|
|                  | Civil<br>Engineering | Building<br>Construction        | Real Estate and Other | and<br>Affiliates        | and<br>Affiliates        | Aujustinents | Total   |
|                  | JPY bln              | JPY bln                         | JPY bln               | JPY bln                  | JPY bln                  | JPY bln      | JPY bln |
| Total Revenues   | 65.8                 | 150.8                           | 6.4                   | 59.2                     | 32.5                     | (23.2)       | 291.6   |
| Operating Income | 0.4                  | 3.2                             | (0.2)                 | 0.3                      | (0.2)                    | 0.0          | 3.4     |
| Operating Margin | 0.6%                 | 2.2%                            | (4.2%)                | 0.5%                     | (0.9%)                   | -            | 1.2%    |

# Balance Sheets (Non-Consolidated) as at June 30, 2011

| As at   | March 31, | 2011   | June 30, 2 | 2011   | Change   |
|---|-----------|--------|------------|--------|----------|
|   | JPY mil   | %      | JPY mil    | %      | JPY mil  |
| (ASSETS)  |           |        |            |        |          |
| Current Assets  | 777,878   | 58.6%  | 776,819    | 58.5%  | (1,059)  |
| Cash and Deposits   | 110,494   |        | 113,871    |        | 3,376    |
| Notes Receivable, Accounts Receivable from Completed Construction Contracts and Other | 361,055   |        | 340,147    |        | (20,907) |
| Operational Investment Securities   | 18,438    |        | 19,700     |        | 1,262    |
| Real Estate for Sale  | 48,270    |        | 48,035     |        | (234)    |
| Costs on Uncompleted Construction Contracts   | 30,759    |        | 39,204     |        | 8,445    |
| Costs on Development Projects and Other Business in Progress                          | 73,090    |        | 76,948     |        | 3,857    |
| Other   | 137,112   |        | 139,583    |        | 2,470    |
| Allowance for Doubtful Accounts   | (1,343)   |        | (672)      |        | 670      |
| Noncurrent Assets   | 549,551   | 41.4%  | 550,091    | 41.5%  | 540      |
| Property, Plant and Equipment   | 232,732   |        | 235,129    |        | 2,396    |
| Land  | 146,882   |        | 146,882    |        | -        |
| Other   | 85,850    |        | 88,247     |        | 2,396    |
| Intangible Assets   | 4,854     |        | 4,707      |        | (147)    |
| Investments and Other Assets  | 311,963   |        | 310,254    |        | (1,709)  |
| Investment Securities   | 247,946   |        | 245,383    |        | (2,562)  |
| Other   | 81,834    |        | 83,296     |        | 1,462    |
| Allowance for Doubtful Accounts   | (17,817)  |        | (18,426)   |        | (608)    |
| Total Assets  | 1,327,429 | 100.0% | 1,326,910  | 100.0% | (519)    |

| As at  | March 31, | 2011   | June 30, 2 | 2011   | Change   |
|--|-----------|--------|------------|--------|----------|
|  | JPY mil   | %      | JPY mil    | %      | JPY mil  |
| (LIABILITIES)  |           |        |            |        |          |
| Current Liabilities  | 758,296   | 57.1%  | 761,092    | 57.3%  | 2,795    |
| Notes Payable, Accounts Payable for Construction Contracts and Other | 334,936   |        | 330,063    |        | (4,873)  |
| Short-term Loans Payable   | 129,784   |        | 201,135    |        | 71,350   |
| Commercial Papers  | 64,000    |        | -          |        | (64,000) |
| Current Portion of Bonds   | 10,000    |        | 10,000     |        | -        |
| Advances Received on Uncompleted Construction Contracts              | 59,943    |        | 74,093     |        | 14,150   |
| Provision for Warranties for Completed Construction                  | 3,539     |        | 3,248      |        | (291)    |
| Provision for Loss on Construction Contracts                         | 20,350    |        | 18,700     |        | (1,650)  |
| Other  | 135,742   |        | 123,851    |        | (11,890) |
| Noncurrent Liabilities   | 360,857   | 27.2%  | 360,596    | 27.2%  | (260)    |
| Bonds Payable  | 95,000    |        | 95,000     |        | -        |
| Long-term Loans Payable  | 140,308   |        | 139,930    |        | (378)    |
| Provision for Retirement Benefits                                    | 53,966    |        | 54,009     |        | 42       |
| Provision for Loss on Business of Subsidiaries and Affiliates        | 2,341     |        | 2,293      |        | (48)     |
| Other  | 69,241    |        | 69,364     |        | 122      |
| Total Liabilities  | 1,119,154 | 84.3%  | 1,121,689  | 84.5%  | 2,535    |
| (NET ASSETS)   |           |        |            |        |          |
| Shareholders' Equity   | 175,889   | 13.3%  | 174,216    | 13.1%  | (1,672)  |
| Capital Stock  | 81,447    |        | 81,447     |        | -        |
| Capital Surplus  | 45,378    |        | 45,378     |        | -        |
| Retained Earnings  | 54,587    |        | 52,988     |        | (1,598)  |
| Treasury Stock   | (5,523)   |        | (5,597)    |        | (73)     |
| Valuation and Translation Adjustments                                | 32,385    | 2.4%   | 31,004     | 2.4%   | (1,381)  |
| Valuation Difference on Available-for-sale<br>Securities             | 19,864    |        | 18,512     |        | (1,352)  |
| Deferred Gains or Losses on Hedges                                   | (564)     |        | (594)      |        | (29)     |
| Revaluation Reserve for Land   | 13,085    |        | 13,085     |        | -        |
| Total Net Assets   | 208,275   | 15.7%  | 205,221    | 15.5%  | (3,054)  |
| Total Liabilities and Net Assets                                     | 1,327,429 | 100.0% | 1,326,910  | 100.0% | (519)    |

# Income Statements (Non-Consolidated) Q1 / FY2011 (April 1, 2011 - June 30, 2011)

|   | Q1 / FY2           | 2010          | Q1 / FY2           | 2011          | Change   | FY20              | 10           |
|---|--------------------|---------------|--------------------|---------------|----------|-------------------|--------------|
|   | (Apr. 1, 2010 - Ju | ın. 30, 2010) | (Apr. 1, 2011 - Ju | ın. 30, 2011) | Change   | (Apr. 1, 2010 - M | ar. 31, 2011 |
|   | JPY mil            | %             | JPY mil            | %             | JPY mil  | JPY mil           | %            |
| Revenues  | 241,723            | 100.0%        | 223,100            | 100.0%        | (18,623) | 970,413           | 100.0%       |
| Construction                                    | 234,909            | 100.0%        | 216,613            | 100.0%        | (18,296) | 913,309           | 100.0%       |
| Real Estate and Other                           | 6,814              | 100.0%        | 6,486              | 100.0%        | (327)    | 57,104            | 100.0%       |
| Cost of Revenues                                | 218,999            | 90.6%         | 206,642            | 92.6%         | (12,357) | 904,853           | 93.2%        |
| Construction                                    | 212,201            | 90.3%         | 200,443            | 92.5%         | (11,758) | 849,285           | 93.0%        |
| Real Estate and Other                           | 6,798              | 99.8%         | 6,198              | 95.6%         | (599)    | 55,568            | 97.3%        |
| Gross Profit                                    | 22,724             | 9.4%          | 16,457             | 7.4%          | (6,266)  | 65,559            | 6.8%         |
| Construction                                    | 22,707             | 9.7%          | 16,169             | 7.5%          | (6,538)  | 64,024            | 7.0%         |
| Real Estate and Other                           | 16                 | 0.2%          | 287                | 4.4%          | 271      | 1,535             | 2.7%         |
| Selling, General and<br>Administrative Expenses | 13,007             | 5.4%          | 13,070             | 5.9%          | 62       | 57,597            | 6.0%         |
| Operating Income                                | 9,716              | 4.0%          | 3,387              | 1.5%          | (6,328)  | 7,962             | 0.8%         |
| Non-Operating Income                            | 4,407              | 1.8%          | 3,193              | 1.5%          | (1,214)  | 10,232            | 1.1%         |
| Non-Operating Expenses                          | 1,985              | 0.8%          | 2,640              | 1.2%          | 654      | 12,408            | 1.3%         |
| Recurring Profit                                | 12,137             | 5.0%          | 3,940              | 1.8%          | (8,197)  | 5,786             | 0.6%         |
| Extraordinary Profit                            | 156                | 0.1%          | 84                 | 0.0%          | (72)     | 14,513            | 1.5%         |
| Extraordinary Loss                              | 293                | 0.1%          | 608                | 0.3%          | 315      | 10,051            | 1.0%         |
| Income before Income<br>Taxes                   | 12,000             | 5.0%          | 3,415              | 1.5%          | (8,585)  | 10,249            | 1.1%         |
| Income Taxes                                    | 2,572              | 1.1%          | 1,890              | 0.8%          | (681)    | 5,709             | 0.6%         |
| Net Income                                      | 9,427              | 3.9%          | 1,524              | 0.7%          | (7,903)  | 4,540             | 0.5%         |

# Financial Highlights Operating Results

### Consolidated

|  | Q1 / F`         |                | Q1 / FY           | -              | Chan    | ige    |
|--|-----------------|----------------|-------------------|----------------|---------|--------|
|  | (Apr. 1, 2010 - | Jun. 30, 2010) | (Apr. 1, 2011 - J | Jun. 30, 2011) |         |        |
|  | JPY bln         | %              | JPY bln           | %              | JPY bln | %      |
| Revenues                                     | 307.9           |                | 291.6             |                | (16.3)  | (5.3)  |
| Construction                                 | 278.5           |                | 261.2             |                | (17.2)  | (6.2)  |
| Real Estate and Other                        | 29.4            |                | 30.3              |                | 0.9     | 3.2    |
| Gross Profit                                 | 29.3            | 9.5%           | 23.4              | 8.0%           | (5.9)   | (20.2) |
| Construction                                 | 25.6            | 9.2%           | 19.7              | 7.6%           | (5.8)   | (22.9) |
| Real Estate and Other                        | 3.7             | 12.8%          | 3.6               | 12.1%          | (0.0)   | (2.1)  |
| Selling, General and Administrative Expenses | 20.0            |                | 20.0              |                | (0.0)   | (0.4)  |
| Operating Income                             | 9.2             | 3.0%           | 3.4               | 1.2%           | (5.8)   | (63.1) |
| Non-Operating Income - net                   | 1.9             |                | (0.2)             |                | (2.2)   |        |
| Financing                                    | 0.1             |                | 0.3               |                | 0.1     |        |
| Recurring Profit                             | 11.2            | 3.6%           | 3.1               | 1.1%           | (8.1)   | (72.1) |
| Extraordinary Profit - net                   | (0.2)           |                | (0.5)             |                | (0.2)   |        |
| Net Income                                   | 8.5             | 2.8%           | 0.2               | 0.1%           | (8.2)   | (96.6) |
| Contract Awards (Construction)               | 243.3           |                | 232.3             |                | (11.0)  | (4.5)  |
| Domestic                                     | 215.4           |                | 169.1             |                | (46.3)  | (21.5) |
| Oveaseas                                     | 27.9            |                | 63.2              |                | 35.2    | 126.1  |

### Non-Consolidated

|   | Q1 / F          | Y2010          | Q1 / FY           | ′2011         | Char    |        |
|---|-----------------|----------------|-------------------|---------------|---------|--------|
|   | (Apr. 1, 2010 - | Jun. 30, 2010) | (Apr. 1, 2011 - J | un. 30, 2011) | Char    | ige    |
|   | JPY bln         | %              | JPY bln           | %             | JPY bln | %      |
| Revenues  | 241.7           |                | 223.1             |               | (18.6)  | (7.7)  |
| Construction                                    | 234.9           |                | 216.6             |               | (18.2)  | (7.8)  |
| (Civil Engineering)                             | 84.1            |                | 65.8              |               | (18.3)  | (21.8) |
| (Building Construction)                         | 150.7           |                | 150.8             |               | 0.0     | 0.0    |
| Real Estate and Other                           | 6.8             |                | 6.4               |               | (0.3)   | (4.8)  |
| Gross Profit                                    | 22.7            | 9.4%           | 16.4              | 7.4%          | (6.2)   | (27.6) |
| Construction                                    | 22.7            | 9.7%           | 16.1              | 7.5%          | (6.5)   | (28.8) |
| (Civil Engineering)                             | 9.3             | 11.1%          | 4.4               | 6.8%          | (4.8)   | (52.0) |
| (Building Construction)                         | 13.3            | 8.9%           | 11.6              | 7.7%          | (1.6)   | (12.5) |
| Real Estate and Other                           | 0.0             | 0.2%           | 0.2               | 4.4%          | 0.2     | -      |
| Selling, General and<br>Administrative Expenses | 13.0            |                | 13.0              |               | 0.0     | 0.5    |
| Operating Income                                | 9.7             | 4.0%           | 3.3               | 1.5%          | (6.3)   | (65.1) |
| Non-Operating Income - net                      | 2.4             |                | 0.5               |               | (1.8)   |        |
| Financing                                       | 1.2             |                | 1.0               |               | (0.2)   |        |
| Recurring Profit                                | 12.1            | 5.0%           | 3.9               | 1.8%          | (8.1)   | (67.5) |
| Extraordinary Profit - net                      | (0.1)           |                | (0.5)             |               | (0.3)   |        |
| Net Income                                      | 9.4             | 3.9%           | 1.5               | 0.7%          | (7.9)   | (83.8) |
| Contract Awards                                 | 203.7           |                | 170.4             |               | (33.2)  | (16.3) |
| Construction                                    | 190.7           |                | 154.5             |               | (36.2)  | (19.0) |
| (Civil Engineering)                             | 41.8            |                | 31.5              |               | (10.3)  | (24.7) |
| (Building Construction)                         | 148.8           |                | 122.9             |               | (25.8)  | (17.4) |
| Real Estate and Other                           | 12.9            |                | 15.9              |               | 2.9     | 22.9   |

# Financial Highlights - continued Forecast of Operating Results - Full-year

### Consolidated

|  | FY2010            | Result         | FY2011 P          | rojection      | Chan    | ne.    | FY2011 F      | FY2011 Projection |  |  |
|--|-------------------|----------------|-------------------|----------------|---------|--------|---------------|-------------------|--|--|
|  | (Apr. 1, 2010 - N | Mar. 31, 2011) | (Apr. 1, 2011 - N | Mar. 31, 2012) | Ollali  | ge     | (announced on | May 13, 2011)     |  |  |
|  | JPY bln           | %              | JPY bln           | %              | JPY bln | %      | JPY bln       | %                 |  |  |
| Revenues                                     | 1,325.6           |                | 1,470.0           |                | 144.3   | 10.9   | 1,470.0       |                   |  |  |
| Construction                                 | 1,146.1           |                | 1,300.0           |                | 153.8   | 13.4   | 1,300.0       |                   |  |  |
| Real Estate and Other                        | 179.5             |                | 170.0             |                | (9.5)   | (5.3)  | 170.0         |                   |  |  |
| Gross Profit                                 | 102.5             | 7.7%           | 119.0             | 8.1%           | 16.4    | 16.1   | 119.0         | 8.1%              |  |  |
| Construction                                 | 86.2              | 7.5%           | 100.0             | 7.7%           | 13.7    | 16.0   | 100.0         | 7.7%              |  |  |
| Real Estate and Other                        | 16.3              | 9.1%           | 19.0              | 11.2%          | 2.6     | 16.5   | 19.0          | 11.2%             |  |  |
| Selling, General and Administrative Expenses | 85.2              |                | 85.0              |                | (0.2)   | (0.3)  | 85.0          |                   |  |  |
| Operating Income                             | 17.2              | 1.3%           | 34.0              | 2.3%           | 16.7    | 96.8   | 34.0          | 2.3%              |  |  |
| Non-Operating Income - net                   | 0.2               |                | (1.0)             |                | (1.2)   |        | (1.0)         |                   |  |  |
| Financing                                    | (3.4)             |                | (4.6)             |                | (1.1)   |        | (4.6)         |                   |  |  |
| Recurring Profit                             | 17.5              | 1.3%           | 33.0              | 2.2%           | 15.4    | 88.5   | 33.0          | 2.2%              |  |  |
| Extraordinary Profit - net                   | 8.6               |                | (1.5)             |                | (10.1)  |        | (1.5)         |                   |  |  |
| Net Income                                   | 25.8              | 1.9%           | 17.0              | 1.2%           | (8.8)   | (34.2) | 17.0          | 1.2%              |  |  |
| Contract Awards (Construction)               | 1,188.4           |                | 1,260.0           |                | 71.5    | 6.0    | 1,260.0       |                   |  |  |
| Domestic                                     | 1,054.2           |                | 1,075.0           |                | 20.7    | 2.0    | 1,075.0       |                   |  |  |
| Oveaseas                                     | 134.2             |                | 185.0             |                | 50.7    | 37.8   | 185.0         |                   |  |  |

### Non-Consolidated

|   | FY2010            | Result         | FY2011 Pr         | ojection      | Chan    | 200    | FY2011 Projection |               |  |
|---|-------------------|----------------|-------------------|---------------|---------|--------|-------------------|---------------|--|
|   | (Apr. 1, 2010 - M | lar. 31, 2011) | (Apr. 1, 2011 - M | ar. 31, 2012) | Char    | ige    | (announced on I   | May 13, 2011) |  |
|   | JPY bln           | %              | JPY bln           | %             | JPY bln | %      | JPY bln           | %             |  |
| Revenues  | 970.4             |                | 1,090.0           |               | 119.5   | 12.3   | 1,090.0           |               |  |
| Construction                                    | 913.3             |                | 1,030.0           |               | 116.6   | 12.8   | 1,030.0           |               |  |
| (Civil Engineering)                             | 273.9             |                | 290.0             |               | 16.0    | 5.9    | 290.0             |               |  |
| (Building Construction)                         | 639.4             |                | 740.0             |               | 100.5   | 15.7   | 740.0             |               |  |
| Real Estate and Other                           | 57.1              |                | 60.0              |               | 2.8     | 5.1    | 60.0              |               |  |
| Gross Profit                                    | 65.5              | 6.8%           | 82.0              | 7.5%          | 16.4    | 25.1   | 82.0              | 7.5%          |  |
| Construction                                    | 64.0              | 7.0%           | 79.5              | 7.7%          | 15.4    | 24.2   | 79.5              | 7.7%          |  |
| (Civil Engineering)                             | 1.9               | 0.7%           | 20.0              | 6.9%          | 18.0    | 928.4  | 20.0              | 6.9%          |  |
| (Building Construction)                         | 62.0              | 9.7%           | 59.5              | 8.0%          | (2.5)   | (4.2)  | 59.5              | 8.0%          |  |
| Real Estate and Other                           | 1.5               | 2.7%           | 2.5               | 4.2%          | 0.9     | 62.8   | 2.5               | 4.2%          |  |
| Selling, General and<br>Administrative Expenses | 57.5              |                | 57.0              |               | (0.5)   | (1.0)  | 57.0              |               |  |
| Operating Income                                | 7.9               | 0.8%           | 25.0              | 2.3%          | 17.0    | 214.0  | 25.0              | 2.3%          |  |
| Non-Operating Income - net                      | (2.1)             |                | (5.0)             |               | (2.8)   |        | (5.0)             |               |  |
| Financing                                       | 0.3               |                | (3.0)             |               | (3.3)   |        | (3.0)             |               |  |
| Recurring Profit                                | 5.7               | 0.6%           | 20.0              | 1.8%          | 14.2    | 245.6  | 20.0              | 1.8%          |  |
| Extraordinary Profit - net                      | 4.4               |                | (1.0)             |               | (5.4)   |        | (1.0)             |               |  |
| Net Income                                      | 4.5               | 0.5%           | 10.0              | 0.9%          | 5.4     | 120.3  | 10.0              | 0.9%          |  |
| Contract Awards                                 | 1,023.9           |                | 1,065.0           |               | 41.0    | 4.0    | 1,065.0           |               |  |
| Construction                                    | 957.9             |                | 1,025.0           |               | 67.0    | 7.0    | 1,025.0           |               |  |
| (Civil Engineering)                             | 226.0             |                | 275.0             |               | 48.9    | 21.7   | 275.0             |               |  |
| (Building Construction)                         | 731.9             |                | 750.0             |               | 18.0    | 2.5    | 750.0             |               |  |
| Real Estate and Other                           | 65.9              |                | 40.0              |               | (25.9)  | (39.4) | 40.0              |               |  |

# Financial Highlights - continued Forecast of Operating Results - Half-year

### Consolidated

|   | FY2010 Half-      | year Result    | FY2011 Half-ye    | ear Projection | Chan    | <b>~</b> • | FY2011 Half-year Projection |               |  |
|---|-------------------|----------------|-------------------|----------------|---------|------------|-----------------------------|---------------|--|
|   | (Apr. 1, 2010 - S | Sep. 30, 2010) | (Apr. 1, 2011 - S | Sep. 30, 2011) | Chan    | ge         | (announced on               | May 13, 2011) |  |
|   | JPY bln           | %              | JPY bln           | %              | JPY bln | %          | JPY bln                     | %             |  |
| Revenues  | 651.5             |                | 660.0             |                | 8.4     | 1.3        | 660.0                       |               |  |
| Construction                                    | 585.7             |                | 590.0             |                | 4.2     | 0.7        | 590.0                       |               |  |
| Real Estate and Other                           | 65.8              |                | 70.0              |                | 4.1     | 6.3        | 70.0                        |               |  |
| Gross Profit                                    | 70.3              | 10.8%          | 54.0              | 8.2%           | (16.3)  | (23.2)     | 54.0                        | 8.2%          |  |
| Construction                                    | 60.4              | 10.3%          | 45.5              | 7.7%           | (14.9)  | (24.7)     | 45.5                        | 7.7%          |  |
| Real Estate and Other                           | 9.8               | 15.0%          | 8.5               | 12.1%          | (1.3)   | (14.1)     | 8.5                         | 12.1%         |  |
| Selling, General and<br>Administrative Expenses | 41.4              |                | 42.0              |                | 0.5     | 1.4        | 42.0                        |               |  |
| Operating Income                                | 28.9              | 4.4%           | 12.0              | 1.8%           | (16.9)  | (58.5)     | 12.0                        | 1.8%          |  |
| Non-Operating Income - net                      | 3.3               |                | (1.0)             |                | (4.3)   |            | (1.0)                       |               |  |
| Financing                                       | (1.1)             |                | (2.2)             |                | (1.0)   |            | (2.2)                       |               |  |
| Recurring Profit                                | 32.2              | 5.0%           | 11.0              | 1.7%           | (21.2)  | (65.9)     | 11.0                        | 1.7%          |  |
| Extraordinary Profit - net                      | (0.5)             |                | (0.5)             |                | 0.0     |            | (0.5)                       |               |  |
| Net Income                                      | 20.2              | 3.1%           | 6.0               | 0.9%           | (14.2)  | (70.4)     | 6.0                         | 0.9%          |  |
| Contract Awards (Construction)                  | 499.5             |                | 518.0             |                | 18.4    | 3.7        | 518.0                       |               |  |
| Domestic  | 438.7             |                | 425.0             |                | (13.7)  | (3.1)      | 425.0                       |               |  |
| Oveaseas  | 60.7              |                | 93.0              |                | 32.2    | 53.0       | 93.0                        |               |  |

### Non-Consolidated

|   | FY2010 Half-      | year Result    | FY2011 Half-ye    | ear Projection | Chan    |        | FY2011 Half-ye | ear Projection |
|---|-------------------|----------------|-------------------|----------------|---------|--------|----------------|----------------|
|   | (Apr. 1, 2010 - S | Sep. 30, 2010) | (Apr. 1, 2011 - S | Sep. 30, 2011) | Chan    | ige    | (announced on  | May 13, 2011)  |
|   | JPY bln           | %              | JPY bln           | %              | JPY bln | %      | JPY bln        | %              |
| Revenues  | 486.6             |                | 480.0             |                | (6.6)   | (1.4)  | 480.0          |                |
| Construction                                    | 471.3             |                | 465.0             |                | (6.3)   | (1.3)  | 465.0          |                |
| (Civil Engineering)                             | 153.1             |                | 135.0             |                | (18.1)  | (11.9) | 135.0          |                |
| (Building Construction)                         | 318.1             |                | 330.0             |                | 11.8    | 3.7    | 330.0          |                |
| Real Estate and Other                           | 15.3              |                | 15.0              |                | (0.3)   | (2.1)  | 15.0           |                |
| Gross Profit                                    | 52.7              | 10.8%          | 37.0              | 7.7%           | (15.7)  | (29.9) | 37.0           | 7.7%           |
| Construction                                    | 51.4              | 10.9%          | 35.5              | 7.6%           | (15.9)  | (31.0) | 35.5           | 7.6%           |
| (Civil Engineering)                             | 17.9              | 11.7%          | 9.0               | 6.7%           | (8.9)   | (49.9) | 9.0            | 6.7%           |
| (Building Construction)                         | 33.5              | 10.5%          | 26.5              | 8.0%           | (7.0)   | (20.9) | 26.5           | 8.0%           |
| Real Estate and Other                           | 1.2               | 8.3%           | 1.5               | 10.0%          | 0.2     | 17.9   | 1.5            | 10.0%          |
| Selling, General and<br>Administrative Expenses | 27.4              |                | 28.0              |                | 0.5     | 2.0    | 28.0           |                |
| Operating Income                                | 25.3              | 5.2%           | 9.0               | 1.9%           | (16.3)  | (64.4) | 9.0            | 1.9%           |
| Non-Operating Income - net                      | 0.1               |                | (2.0)             |                | (2.1)   |        | (2.0)          |                |
| Financing                                       | 0.0               |                | (1.1)             |                | (1.1)   |        | (1.1)          |                |
| Recurring Profit                                | 25.4              | 5.2%           | 7.0               | 1.5%           | (18.4)  | (72.5) | 7.0            | 1.5%           |
| Extraordinary Profit - net                      | (0.3)             |                | (0.5)             |                | (0.1)   |        | (0.5)          |                |
| Net Income                                      | 16.1              | 3.3%           | 3.5               | 0.7%           | (12.6)  | (78.4) | 3.5            | 0.7%           |
| Contract Awards                                 | 409.4             |                | 410.0             |                | 0.5     | 0.1    | 410.0          |                |
| Construction                                    | 386.4             |                | 390.0             |                | 3.5     | 0.9    | 390.0          |                |
| (Civil Engineering)                             | 86.2              |                | 90.0              |                | 3.7     | 4.4    | 90.0           |                |
| (Building Construction)                         | 300.2             |                | 300.0             |                | (0.2)   | (0.1)  | 300.0          |                |
| Real Estate and Other                           | 22.9              |                | 20.0              |                | (2.9)   | (13.0) | 20.0           |                |

### **Supplementary Information:**

### **Contract Awards, Revenues and Contract Backlogs (Non-Consolidated)**

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

|                              | Q1 / FY2 | 2010       | Q1 / FY | 2011       | Chan     | ge     | FY20      | 10         |
|------------------------------|----------|------------|---------|------------|----------|--------|-----------|------------|
|                              | JPY mil  | Proportion | JPY mil | Proportion | JPY mil  | %      | JPY mil   | Proportion |
| Civil Engineering            |          |            |         |            |          |        |           |            |
| Domestic - Public            | 15,211   | 7.4%       | 14,041  | 8.2%       | (1,170)  | (7.7)  | 143,100   | 14.0%      |
| Domestic - Private           | 31,133   | 15.3%      | 12,884  | 7.6%       | (18,249) | (58.6) | 87,310    | 8.5%       |
| Oveaseas                     | (4,474)  | (2.2%)     | 4,607   | 2.7%       | 9,082    | -      | (4,394)   | (0.4%)     |
| Sub-total                    | 41,870   | 20.5%      | 31,533  | 18.5%      | (10,337) | (24.7) | 226,016   | 22.1%      |
| <b>Building Construction</b> |          |            |         |            |          |        |           |            |
| Domestic - Public            | 1,976    | 1.0%       | 4,654   | 2.7%       | 2,677    | 135.5  | 67,625    | 6.6%       |
| Domestic - Private           | 146,901  | 72.1%      | 118,332 | 69.4%      | (28,569) | (19.4) | 664,297   | 64.9%      |
| Oveaseas                     | 5        | 0.0%       | 0       | 0.0%       | (4)      | (88.5) | 26        | 0.0%       |
| Sub-total                    | 148,883  | 73.1%      | 122,987 | 72.1%      | (25,896) | (17.4) | 731,950   | 71.5%      |
| Construction Total           |          |            |         |            |          |        |           |            |
| Domestic - Public            | 17,187   | 8.4%       | 18,695  | 10.9%      | 1,507    | 8.8    | 210,726   | 20.6%      |
| Domestic - Private           | 178,034  | 87.4%      | 131,216 | 77.0%      | (46,818) | (26.3) | 751,607   | 73.4%      |
| Oveaseas                     | (4,468)  | (2.2%)     | 4,608   | 2.7%       | 9,077    | -      | (4,367)   | (0.4%)     |
| Sub-total                    | 190,753  | 93.6%      | 154,520 | 90.6%      | (36,233) | (19.0) | 957,966   | 93.6%      |
| Real Estate and Other        | 12,972   | 6.4%       | 15,943  | 9.4%       | 2,971    | 22.9   | 65,973    | 6.4%       |
| Grand Total                  | 203,726  | 100.0%     | 170,464 | 100.0%     | (33,261) | (16.3) | 1,023,940 | 100.0%     |

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

|                              | FY2010 I                      | Result     | FY2011 Pr                      | ojection   | Chana   |        | FY2011 Pr                   | ojection   |  |
|------------------------------|-------------------------------|------------|--------------------------------|------------|---------|--------|-----------------------------|------------|--|
|                              | (Apr. 1, 2010 - Mar. 31, 2011 |            | (Apr. 1, 2011 - Mar. 31, 2012) |            | Chang   | ge     | (announced on May 13, 2011) |            |  |
|                              | JPY bln                       | Proportion | JPY bln                        | Proportion | JPY bln | %      | JPY bln                     | Proportion |  |
| Civil Engineering            |                               |            |                                |            |         |        |                             |            |  |
| Domestic                     | 230.4                         | 22.5%      | 250.0                          | 23.5%      | 19.5    | 8.5    | 250.0                       | 23.5%      |  |
| Overseas                     | (4.3)                         | (0.4%)     | 25.0                           | 2.3%       | 29.3    | -      | 25.0                        | 2.3%       |  |
| Sub-total                    | 226.0                         | 22.1%      | 275.0                          | 25.8%      | 48.9    | 21.7   | 275.0                       | 25.8%      |  |
| <b>Building Construction</b> |                               |            |                                |            |         |        |                             |            |  |
| Domestic                     | 731.9                         | 71.5%      | 750.0                          | 70.4%      | 18.0    | 2.5    | 750.0                       | 70.4%      |  |
| Overseas                     | 0.0                           | 0.0%       | 0.0                            | 0.0%       | (0.0)   | -      | 0.0                         | 0.0%       |  |
| Sub-total                    | 731.9                         | 71.5%      | 750.0                          | 70.4%      | 18.0    | 2.5    | 750.0                       | 70.4%      |  |
| Construction Total           |                               |            |                                |            |         |        |                             |            |  |
| Domestic                     | 962.3                         | 94.0%      | 1,000.0                        | 93.9%      | 37.6    | 3.9    | 1,000.0                     | 93.9%      |  |
| Overseas                     | (4.3)                         | (0.4%)     | 25.0                           | 2.3%       | 29.3    | -      | 25.0                        | 2.3%       |  |
| Sub-total                    | 957.9                         | 93.6%      | 1,025.0                        | 96.2%      | 67.0    | 7.0    | 1,025.0                     | 96.2%      |  |
| Real Estate and Other        | 65.9                          | 6.4%       | 40.0                           | 3.8%       | (25.9)  | (39.4) | 40.0                        | 3.8%       |  |
| Grand Total                  | 1,023.9                       | 100.0%     | 1,065.0                        | 100.0%     | 41.0    | 4.0    | 1,065.0                     | 100.0%     |  |

### (3) Breakdown of Revenues (Non-Consolidated)

|                              | Q1 / FY | 2010       | Q1 / FY | 2011       | Chang    | je     | FY20    | 10         |
|------------------------------|---------|------------|---------|------------|----------|--------|---------|------------|
|                              | JPY mil | Proportion | JPY mil | Proportion | JPY mil  | %      | JPY mil | Proportion |
| Civil Engineering            |         |            |         |            |          |        |         |            |
| Domestic - Public            | 40,897  | 16.9%      | 33,903  | 15.2%      | (6,994)  | (17.1) | 153,383 | 15.8%      |
| Domestic - Private           | 20,651  | 8.5%       | 17,546  | 7.9%       | (3,105)  | (15.0) | 85,642  | 8.8%       |
| Oveaseas                     | 22,605  | 9.4%       | 14,362  | 6.4%       | (8,242)  | (36.5) | 34,875  | 3.6%       |
| Sub-total                    | 84,155  | 34.8%      | 65,812  | 29.5%      | (18,343) | (21.8) | 273,901 | 28.2%      |
| <b>Building Construction</b> |         |            |         |            |          |        |         |            |
| Domestic - Public            | 8,747   | 3.6%       | 10,658  | 4.8%       | 1,910    | 21.8   | 40,178  | 4.2%       |
| Domestic - Private           | 141,988 | 58.8%      | 140,009 | 62.7%      | (1,979)  | (1.4)  | 598,700 | 61.7%      |
| Oveaseas                     | 17      | 0.0%       | 132     | 0.1%       | 115      | 657.9  | 529     | 0.0%       |
| Sub-total                    | 150,753 | 62.4%      | 150,800 | 67.6%      | 46       | 0.0    | 639,407 | 65.9%      |
| Construction Total           |         |            |         |            |          |        |         |            |
| Domestic - Public            | 49,645  | 20.5%      | 44,562  | 20.0%      | (5,083)  | (10.2) | 193,561 | 20.0%      |
| Domestic - Private           | 162,640 | 67.3%      | 157,555 | 70.6%      | (5,085)  | (3.1)  | 684,342 | 70.5%      |
| Oveaseas                     | 22,623  | 9.4%       | 14,495  | 6.5%       | (8,127)  | (35.9) | 35,404  | 3.6%       |
| Sub-total                    | 234,909 | 97.2%      | 216,613 | 97.1%      | (18,296) | (7.8)  | 913,309 | 94.1%      |
| Real Estate and Other        | 6,814   | 2.8%       | 6,486   | 2.9%       | (327)    | (4.8)  | 57,104  | 5.9%       |
| Grand Total                  | 241,723 | 100.0%     | 223,100 | 100.0%     | (18,623) | (7.7)  | 970,413 | 100.0%     |

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

| As at                        | June 30,  | 2010       | June 30,  | 2011       | Chang    | је     | March 31  | , 2011     |
|------------------------------|-----------|------------|-----------|------------|----------|--------|-----------|------------|
|                              | JPY mil   | Proportion | JPY mil   | Proportion | JPY mil  | %      | JPY mil   | Proportion |
| Civil Engineering            |           |            |           |            |          |        |           |            |
| Domestic - Public            | 255,791   | 22.2%      | 251,333   | 21.1%      | (4,458)  | (1.7)  | 271,196   | 21.8%      |
| Domestic - Private           | 104,954   | 9.1%       | 91,478    | 7.7%       | (13,475) | (12.8) | 96,140    | 7.7%       |
| Oveaseas                     | 60,563    | 5.2%       | 38,618    | 3.2%       | (21,944) | (36.2) | 48,373    | 3.9%       |
| Sub-total                    | 421,309   | 36.5%      | 381,430   | 32.0%      | (39,878) | (9.5)  | 415,710   | 33.4%      |
| <b>Building Construction</b> |           |            |           |            |          |        |           |            |
| Domestic - Public            | 97,984    | 8.5%       | 126,198   | 10.6%      | 28,214   | 28.8   | 132,203   | 10.6%      |
| Domestic - Private           | 598,034   | 51.9%      | 637,041   | 53.4%      | 39,007   | 6.5    | 658,718   | 53.0%      |
| Oveaseas                     | 979       | 0.1%       | 357       | 0.0%       | (622)    | (63.5) | 489       | 0.0%       |
| Sub-total                    | 696,998   | 60.5%      | 763,597   | 64.0%      | 66,599   | 9.6    | 791,410   | 63.6%      |
| Construction Total           |           |            |           |            |          |        |           |            |
| Domestic - Public            | 353,776   | 30.7%      | 377,532   | 31.7%      | 23,756   | 6.7    | 403,399   | 32.4%      |
| Domestic - Private           | 702,988   | 61.0%      | 728,519   | 61.1%      | 25,531   | 3.6    | 754,858   | 60.7%      |
| Oveaseas                     | 61,542    | 5.3%       | 38,976    | 3.2%       | (22,566) | (36.7) | 48,862    | 3.9%       |
| Sub-total                    | 1,118,307 | 97.0%      | 1,145,028 | 96.0%      | 26,720   | 2.4    | 1,207,120 | 97.0%      |
| Real Estate and Other        | 34,975    | 3.0%       | 47,143    | 4.0%       | 12,167   | 34.8   | 37,686    | 3.0%       |
| Grand Total                  | 1,153,283 | 100.0%     | 1,192,171 | 100.0%     | 38,888   | 3.4    | 1,244,807 | 100.0%     |