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February 12, 2020

## Consolidated and Nonconsolidated Financial Statements

<under Japanese GAAP>

For the third quarter of the fiscal year ending March 31, 2020 ("Q3/FY2019")

(For the period from April 1, 2019 to December 31, 2019)

Company name : Kajima Corporation

Securities code : 1812

Representative : Yoshikazu Oshimi, President and Representative Director

Inquiries : Hiroshi Unno, General Manager of Accounting Department, Treasury Division

Dividend payable date (as planned) : —

Supplemental material on financial results : Available

Stock exchange listings : Tokyo 1st section, Nagoya 1st section

URL : <https://www.kajima.co.jp/>

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\*Amounts less than one million yen have been rounded down.

### 1. Consolidated Financial Highlights

#### (1) Financial Results

% : Representing year-on-year change

	Revenues		Operating income		Ordinary income		Net income attributable to owners of the parent	
	JPY mil	%	JPY mil	%	JPY mil	%	JPY mil	%
Q3/FY2019	1,437,429	2.3	84,772	( 11.9)	94,107	( 16.1)	69,306	( 15.5)
Q3/FY2018	1,405,208	5.5	96,218	( 17.8)	112,165	( 14.2)	81,992	( 15.5)

(Note) Comprehensive income (loss) Q3/FY2019 63,779 JPY mil (15.9%) Q3/FY2018 75,806 JPY mil (33.8%)

	Basic net income per share	Diluted net income per share
	JPY	JPY
Q3/FY2019	134.83	—
Q3/FY2018	158.00	—

(Note) The Company consolidated its shares at a rate of one share for every two shares, effective October 1, 2018. Accordingly, the basic net income per share is calculated as if the consolidation of shares had been conducted at the beginning of FY2018.

#### (2) Financial Positions

	Total assets	Total equity	Owners' equity ratio
	JPY mil	JPY mil	%
As of December 31, 2019	2,193,391	783,285	35.6
As of March 31, 2019	2,091,175	756,924	36.0

(Reference) Owners' equity (Total equity less noncontrolling interests)

As of December 31, 2019 779,811 JPY mil As of March 31, 2019 753,278 JPY mil

### 2. Dividends

	Dividends per share				
	End of Q1	End of Q2	End of Q3	Year-end	Total
	JPY	JPY	JPY	JPY	JPY
FY2018	—	12.00	—	26.00	—
FY2019	—	25.00	—		
FY2019 (Forecast)				25.00	50.00

(Note) Revisions to the dividend forecast most recently announced : None

(Note) The figure of End of Q2 dividend per share for FY2018 above indicates the amount before the consolidation of shares, and the total dividends per share for FY2018 is not presented (indicated by "—"). Taking into account the consolidation, the figure of End of Q2 dividend per share and total dividends per share for FY2018 are JPY 24.00 and JPY 50.00, respectively.

### 3. Forecast of Consolidated Financial Results for the fiscal year ending March 31, 2020

% : Representing year-on-year change

	Revenues		Operating income		Ordinary income		Net income attributable to owners of the parent		Basic net income per share
	JPY mil	%	JPY mil	%	JPY mil	%	JPY mil	%	JPY
Full-year	2,000,000	1.3	121,000	( 15.2)	130,000	( 20.2)	95,000	( 13.5)	184.94

(Note) Revisions to the financial forecast most recently announced : None

\* **Notes**

(1) Significant changes in the scope of consolidated subsidiaries : Applicable  
Deconsolidated : 1 company (Kajima Europe B.V.)

(2) Specific accounting treatments as to the quarterly financial statements : None

(3) Changes in accounting policies and accounting estimates, retrospective restatements

a. Changes in accounting policies based on revisions of accounting standards : None

b. Changes in accounting policies other than "a" above : None

c. Changes in accounting estimates : None

d. Retrospective restatements : None

(4) Number of issued and outstanding shares (common stock)

a. Number of issued and outstanding shares (including treasury stock)

As of December 31, 2019	528,656,011	As of March 31, 2019	528,656,011
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b. Number of treasury stock

As of December 31, 2019	16,076,645	As of March 31, 2019	9,748,800
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c. Average number of shares

Q3/FY2019	514,031,564	Q3/FY2018	518,930,434
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(Note) Average number of shares is calculated as if the consolidation of shares had been conducted at the beginning of FY2018.

(5) Forecast of nonconsolidated financial results for the fiscal year ending March 31, 2020

% : Representing year-on-year change

	Revenues		Operating income		Ordinary income		Net income		Basic net income per share
	JPY mil	%	JPY mil	%	JPY mil	%	JPY mil	%	JPY
Full-year	1,300,000	1.5	103,000	( 14.4)	110,000	( 17.0)	76,000	( 21.7)	147.68

(Note) Revisions to the financial forecast most recently announced : None

\* **These financial statements are outside the scope of quarterly review procedures by certified public accountant or audit corporation.**

\* **Explanation regarding appropriate use of forecasts, and other notes**

The forecasts contained herein are based on information available as of the date of this announcement, and the actual results may differ materially from forecasts due to various factors.

Consolidated Financial Statements

(1) Consolidated Balance Sheet

(JPY mil)

	As of March 31, 2019	As of December 31, 2019
<b>Assets</b>		
Current assets		
Cash and deposits	322,658	202,654
Notes and accounts receivable - trade	701,965	782,960
Inventories - real estate for sale	68,136	75,069
Inventories - construction projects in progress	52,050	69,624
Inventories - development projects in progress	46,940	60,529
Inventories - other	21,523	23,586
Other	109,964	149,627
Allowance for doubtful accounts	(841)	(797)
<b>Total current assets</b>	<b>1,322,397</b>	<b>1,363,255</b>
Noncurrent assets		
Property and equipment		
Land	178,077	223,438
Other - net	153,622	159,430
<b>Total property and equipment</b>	<b>331,699</b>	<b>382,868</b>
Intangible assets	11,661	10,823
Investments and other assets		
Investments in securities	326,255	346,662
Other	102,867	93,303
Allowance for doubtful accounts	(3,705)	(3,520)
<b>Total investments and other assets</b>	<b>425,416</b>	<b>436,444</b>
<b>Total noncurrent assets</b>	<b>768,778</b>	<b>830,136</b>
<b>Total assets</b>	<b>2,091,175</b>	<b>2,193,391</b>

(JPY mil)

	As of March 31, 2019	As of December 31, 2019
<b>Liabilities</b>		
Current liabilities		
Notes and accounts payable - trade	530,420	527,210
Short-term loans payable	104,913	126,874
Commercial paper	35,000	123,000
Advances received on construction projects in progress	146,075	160,521
Provision	34,346	31,136
Other	211,567	179,285
<b>Total current liabilities</b>	<b>1,062,323</b>	<b>1,148,028</b>
Long-term liabilities		
Bonds payable	40,000	40,000
Long-term loans payable	118,789	96,406
Liability for retirement benefits	60,191	61,342
Other	52,948	64,328
<b>Total long-term liabilities</b>	<b>271,928</b>	<b>262,078</b>
<b>Total liabilities</b>	<b>1,334,251</b>	<b>1,410,106</b>
<b>Equity</b>		
Shareholders' equity		
Common stock	81,447	81,447
Capital surplus	43,267	43,367
Retained earnings	507,094	549,369
Treasury stock	(6,641)	(16,419)
<b>Total shareholders' equity</b>	<b>625,167</b>	<b>657,765</b>
Accumulated other comprehensive income (loss)		
Unrealized gain (loss) on available-for-sale securities	111,417	112,405
Deferred gain (loss) on derivatives under hedge accounting	(371)	(242)
Revaluation surplus of land	18,618	18,605
Foreign currency translation adjustments	249	(6,929)
Defined retirement benefit plans	(1,802)	(1,793)
<b>Total accumulated other comprehensive income (loss)</b>	<b>128,110</b>	<b>122,046</b>
Noncontrolling interests	3,646	3,474
<b>Total equity</b>	<b>756,924</b>	<b>783,285</b>
<b>Total liabilities and equity</b>	<b>2,091,175</b>	<b>2,193,391</b>

(2) Consolidated Statement of Income and Consolidated Statement of Comprehensive Income  
Consolidated Statement of Income

(JPY mil)

	Q3/FY2018 (Apr 1, 2018 - Dec 31, 2018)	Q3/FY2019 (Apr 1, 2019 - Dec 31, 2019)
Revenues		
Construction projects	1,266,813	1,298,064
Real estate and other	138,394	139,365
Total revenues	1,405,208	1,437,429
Cost of revenues		
Construction projects	1,116,917	1,159,136
Real estate and other	114,257	111,839
Total cost of revenues	1,231,174	1,270,976
Gross profit		
Construction projects	149,896	138,927
Real estate and other	24,137	27,525
Total gross profit	174,033	166,452
Selling, general and administrative expenses	77,815	81,680
Operating income	96,218	84,772
Nonoperating income		
Interest income	2,760	2,900
Dividends income	5,668	6,048
Other	11,896	5,317
Total nonoperating income	20,325	14,265
Nonoperating expenses		
Interest expense	2,562	2,731
Other	1,815	2,199
Total nonoperating expenses	4,378	4,931
Ordinary income	112,165	94,107
Extraordinary income		
Reversal of provision for loss on Anti-Monopoly Act	—	2,900
Reversal of foreign currency translation adjustments	—	1,135
Other	3,819	983
Total extraordinary income	3,819	5,020
Extraordinary losses		
Loss on disposals of noncurrent assets	142	770
Other	411	94
Total extraordinary losses	553	865
Income before income taxes	115,432	98,261
Income taxes - current	28,543	24,435
Income taxes - deferred	4,363	4,344
Total income taxes	32,906	28,780
Net income	82,525	69,481
Net income (loss) attributable to noncontrolling interests	532	174
Net income attributable to owners of the parent	81,992	69,306

Consolidated Statement of Comprehensive Income

(JPY mil)

	Q3/FY2018 (Apr 1, 2018 - Dec 31, 2018)	Q3/FY2019 (Apr 1, 2019 - Dec 31, 2019)
Net income	82,525	69,481
Other comprehensive income (loss)		
Unrealized gain (loss) on available-for-sale securities	(4,887)	1,423
Deferred gain (loss) on derivatives under hedge accounting	(62)	96
Foreign currency translation adjustments	(2,389)	(7,841)
Defined retirement benefit plans	158	24
Share of other comprehensive income (loss) in unconsolidated subsidiaries and affiliates	461	594
Total other comprehensive income (loss)	(6,719)	(5,702)
Comprehensive income (loss)	75,806	63,779
Total comprehensive income (loss) attributable to:		
Owners of the parent	75,312	63,693
Noncontrolling interests	494	85

Segment Information

Information about Revenues, Profit (Loss) and Other Items

Q3/FY2019 (April 1, 2019 - December 31, 2019)

(JPY mil)

	Civil Engineering	Building Construction	Real Estate Development and Other	Domestic Subsidiaries and Affiliates	Overseas Subsidiaries and Affiliates	Total	Reconciliations	Consolidated
Revenues:								
Sales to external customers	209,762	708,257	28,762	170,813	319,832	1,437,429	—	1,437,429
Intersegment sales or transfers	—	1,734	2,521	108,885	174	113,316	(113,316)	—
Total	209,762	709,992	31,284	279,698	320,007	1,550,745	(113,316)	1,437,429
Segment profit	11,801	56,004	4,511	12,383	1,459	86,159	(1,387)	84,772

Nonconsolidated Financial Statements

(1) Nonconsolidated Balance Sheet

(JPY mil)

	As of March 31, 2019	As of December 31, 2019
<b>Assets</b>		
Current assets		
Cash and deposits	187,540	80,509
Notes and accounts receivable - trade	537,827	628,262
Inventories - real estate for sale	27,400	40,148
Inventories - construction projects in progress	26,754	44,040
Inventories - development projects in progress	46,833	46,389
Other	86,457	116,542
Allowance for doubtful accounts	(67)	(68)
Total current assets	912,745	955,824
Noncurrent assets		
Property and equipment		
Land	138,134	176,244
Other - net	66,922	73,688
Total property and equipment	205,056	249,932
Intangible assets	5,491	6,110
Investments and other assets		
Investments in securities	394,210	410,792
Other	35,698	28,353
Allowance for doubtful accounts	(6,221)	(6,094)
Total investments and other assets	423,687	433,051
Total noncurrent assets	634,235	689,095
Total assets	1,546,981	1,644,919



(JPY mil)

	As of March 31, 2019	As of December 31, 2019
<b>Liabilities</b>		
Current liabilities		
Notes and accounts payable - trade	369,992	378,319
Short-term loans payable	45,444	65,616
Commercial paper	35,000	123,000
Advances received on construction projects in progress	113,223	121,515
Provision for warranties for completed construction projects	11,199	10,157
Provision for loss on construction projects in progress	12,820	12,280
Other	186,230	153,485
Total current liabilities	773,910	864,374
Long-term liabilities		
Bonds payable	40,000	40,000
Long-term loans payable	82,658	62,467
Liability for retirement benefits	51,579	52,562
Allowance for loss on investments in subsidiaries and affiliates	213	213
Other	53,200	58,425
Total long-term liabilities	227,650	213,667
Total liabilities	1,001,560	1,078,042
<b>Equity</b>		
Shareholders' equity		
Common stock	81,447	81,447
Capital surplus	45,378	45,478
Retained earnings	301,236	331,082
Treasury stock	(6,066)	(15,844)
Total shareholders' equity	421,995	442,164
Valuation and translation adjustments		
Unrealized gain (loss) on available-for-sale securities	106,330	107,566
Deferred gain (loss) on derivatives under hedge accounting	(95)	(43)
Revaluation surplus of land	17,190	17,190
Total valuation and translation adjustments	123,425	124,712
Total equity	545,421	566,877
Total liabilities and equity	1,546,981	1,644,919

## (2) Nonconsolidated Statement of Income

(JPY mil)

	Q3/FY2018 (Apr 1, 2018 - Dec 31, 2018)	Q3/FY2019 (Apr 1, 2019 - Dec 31, 2019)
Revenues		
Construction projects	856,597	919,755
Real estate and other	33,973	31,284
Total revenues	890,570	951,039
Cost of revenues		
Construction projects	736,422	806,898
Real estate and other	28,571	25,142
Total cost of revenues	764,994	832,040
Gross profit		
Construction projects	120,174	112,856
Real estate and other	5,401	6,142
Total gross profit	125,575	118,999
Selling, general and administrative expenses	42,907	46,681
Operating income	82,667	72,317
Nonoperating income	15,782	12,164
Nonoperating expenses	2,768	3,013
Ordinary income	95,682	81,468
Extraordinary income	3,124	60
Extraordinary losses	396	2,998
Income before income taxes	98,410	78,531
Income taxes	27,646	22,331
Net income	70,763	56,200

## Financial Highlights

### Operating Results

#### Consolidated

	Q3 / FY2018 (Apr 1, 2018 - Dec 31, 2018)		Q3 / FY2019 (Apr 1, 2019 - Dec 31, 2019)		Change	
	JPY bil	Ratio	JPY bil	Ratio	JPY bil	%
Revenues	1,405.2		1,437.4		32.2	2.3
Construction	1,266.8		1,298.0		31.2	2.5
Real estate and other	138.3		139.3		0.9	0.7
Gross profit	174.0	12.4%	166.4	11.6%	(7.5)	(4.4)
Construction	149.8	11.8%	138.9	10.7%	(10.9)	(7.3)
Real estate and other	24.1	17.4%	27.5	19.8%	3.3	14.0
Selling, general and administrative expenses	77.8		81.6		3.8	5.0
Operating income	96.2	6.8%	84.7	5.9%	(11.4)	(11.9)
Nonoperating income - net	15.9		9.3		(6.6)	
<i>Financing</i>	5.8		6.2		0.3	
Ordinary income	112.1	8.0%	94.1	6.5%	(18.0)	(16.1)
Extraordinary income - net	3.2		4.1		0.8	
Net income attributable to owners of the parent	81.9	5.8%	69.3	4.8%	(12.6)	(15.5)
Construction contract awards	1,195.0		1,192.5		(2.5)	(0.2)
Domestic	799.7		851.8		52.0	6.5
Overseas	395.3		340.6		(54.6)	(13.8)

#### Nonconsolidated

	Q3 / FY2018 (Apr 1, 2018 - Dec 31, 2018)		Q3 / FY2019 (Apr 1, 2019 - Dec 31, 2019)		Change	
	JPY bil	Ratio	JPY bil	Ratio	JPY bil	%
Revenues	890.5		951.0		60.4	6.8
Construction	856.5		919.7		63.1	7.4
Civil engineering	211.7		209.7		(1.9)	(0.9)
Building construction	644.8		709.9		65.1	10.1
Real estate and other	33.9		31.2		(2.6)	(7.9)
Gross profit	125.5	14.1%	118.9	12.5%	(6.5)	(5.2)
Construction	120.1	14.0%	112.8	12.3%	(7.3)	(6.1)
Civil engineering	38.4	18.2%	28.3	13.5%	(10.1)	(26.3)
Building construction	81.7	12.7%	84.5	11.9%	2.7	3.4
Real estate and other	5.4	15.9%	6.1	19.6%	0.7	13.7
Selling, general and administrative expenses	42.9		46.6		3.7	8.8
Operating income	82.6	9.3%	72.3	7.6%	(10.3)	(12.5)
Nonoperating income - net	13.0		9.1		(3.8)	
<i>Financing</i>	8.4		9.5		1.1	
Ordinary income	95.6	10.7%	81.4	8.6%	(14.2)	(14.9)
Extraordinary income - net	2.7		(2.9)		(5.6)	
Net income	70.7	7.9%	56.2	5.9%	(14.5)	(20.6)
Contract awards	764.3		801.5		37.1	4.9
Construction	709.8		760.8		51.0	7.2
Civil engineering	183.3		197.3		14.0	7.6
Building construction	526.4		563.4		36.9	7.0
Real estate and other	54.4		40.6		(13.8)	(25.4)

**Financial Highlights - continued**  
**Forecast of Operating Results**

**Consolidated**

	FY2018 Result (Apr 1, 2018 - Mar 31, 2019)		FY2019 Forecast (Apr 1, 2019 - Mar 31, 2020)		Change	
	JPY bil	Ratio	JPY bil	Ratio	JPY bil	%
Revenues	1,974.2		2,000.0		25.7	1.3
Construction	1,776.3		1,780.0		3.6	0.2
Real estate and other	197.9		220.0		22.0	11.2
Gross profit	251.1	12.7%	235.0	11.8%	(16.1)	(6.4)
Construction	216.4	12.2%	197.5	11.1%	(18.9)	(8.7)
Real estate and other	34.7	17.6%	37.5	17.0%	2.7	7.9
Selling, general and administrative expenses	108.5		114.0		5.4	5.0
Operating income	142.6	7.2%	121.0	6.1%	(21.6)	(15.2)
Nonoperating income - net	20.2		9.0		(11.2)	
<i>Financing</i>	6.5		6.1		(0.3)	
Ordinary income	162.9	8.3%	130.0	6.5%	(32.9)	(20.2)
Extraordinary income - net	(5.4)		5.0		10.4	
Net income attributable to owners of the parent	109.8	5.6%	95.0	4.8%	(14.8)	(13.5)
Construction contract awards	2,010.1		1,800.0		(210.1)	(10.5)
Domestic	1,508.4		1,305.0		(203.4)	(13.5)
Overseas	501.7		495.0		(6.7)	(1.3)

**Nonconsolidated**

	FY2018 Result (Apr 1, 2018 - Mar 31, 2019)		FY2019 Forecast (Apr 1, 2019 - Mar 31, 2020)		Change	
	JPY bil	Ratio	JPY bil	Ratio	JPY bil	%
Revenues	1,280.3		1,300.0		19.6	1.5
Construction	1,229.1		1,240.0		10.8	0.9
Civil engineering	301.0		290.0		(11.0)	(3.7)
Building construction	928.0		950.0		21.9	2.4
Real estate and other	51.2		60.0		8.7	17.2
Gross profit	181.2	14.2%	168.0	12.9%	(13.2)	(7.3)
Construction	173.5	14.1%	160.0	12.9%	(13.5)	(7.8)
Civil engineering	57.1	19.0%	44.0	15.2%	(13.1)	(23.0)
Building construction	116.4	12.5%	116.0	12.2%	(0.4)	(0.4)
Real estate and other	7.6	15.0%	8.0	13.3%	0.3	4.0
Selling, general and administrative expenses	60.9		65.0		4.0	6.6
Operating income	120.2	9.4%	103.0	7.9%	(17.2)	(14.4)
Nonoperating income - net	12.2		7.0		(5.2)	
<i>Financing</i>	8.7		8.0		(0.7)	
Ordinary income	132.5	10.3%	110.0	8.5%	(22.5)	(17.0)
Extraordinary income - net	2.7		(3.0)		(5.7)	
Net income	97.0	7.6%	76.0	5.8%	(21.0)	(21.7)
Contract awards	1,444.4		1,250.0		(194.4)	(13.5)
Construction	1,377.9		1,200.0		(177.9)	(12.9)
Civil engineering	303.8		300.0		(3.8)	(1.3)
Building construction	1,074.0		900.0		(174.0)	(16.2)
Real estate and other	66.5		50.0		(16.5)	(24.8)

(Note) No revisions have been made to our forecast announced on November 12, 2019.

**Financial Highlights - continued**  
**Forecast of Contract Awards**

**Nonconsolidated**

	FY2018 Result (Apr 1, 2018 - Mar 31, 2019)		FY2019 Forecast (Apr 1, 2019 - Mar 31, 2020)		Change	
	JPY bil	Proportion	JPY bil	Proportion	JPY bil	%
<b>Civil engineering</b>						
Domestic	304.0	21.0%	295.0	23.6%	(9.0)	(3.0)
Overseas	(0.1)	(0.0%)	5.0	0.4%	5.1	—
<b>Sub-total</b>	<b>303.8</b>	<b>21.0%</b>	<b>300.0</b>	<b>24.0%</b>	<b>(3.8)</b>	<b>(1.3)</b>
<b>Building construction</b>						
Domestic	1,074.0	74.4%	900.0	72.0%	(174.0)	(16.2)
Overseas	—	—	—	—	—	—
<b>Sub-total</b>	<b>1,074.0</b>	<b>74.4%</b>	<b>900.0</b>	<b>72.0%</b>	<b>(174.0)</b>	<b>(16.2)</b>
<b>Construction total</b>						
Domestic	1,378.0	95.4%	1,195.0	95.6%	(183.0)	(13.3)
Overseas	(0.1)	(0.0%)	5.0	0.4%	5.1	—
<b>Sub-total</b>	<b>1,377.9</b>	<b>95.4%</b>	<b>1,200.0</b>	<b>96.0%</b>	<b>(177.9)</b>	<b>(12.9)</b>
<b>Real estate and other</b>	<b>66.5</b>	<b>4.6%</b>	<b>50.0</b>	<b>4.0%</b>	<b>(16.5)</b>	<b>(24.8)</b>
<b>Grand total</b>	<b>1,444.4</b>	<b>100%</b>	<b>1,250.0</b>	<b>100%</b>	<b>(194.4)</b>	<b>(13.5)</b>

(Note) No revisions have been made to our forecast announced on November 12, 2019.

**Supplementary Information:**  
**Contract Awards, Revenues and Contract Backlogs (Nonconsolidated)**

(1) Breakdown of Contract Awards (Nonconsolidated)

	Q3 / FY2018		Q3 / FY2019		Change		FY2018	
	(Apr 1, 2018 - Dec 31, 2018)		(Apr 1, 2019 - Dec 31, 2019)				(Apr 1, 2018 - Mar 31, 2019)	
	JPY mil	Proportion	JPY mil	Proportion	JPY mil	%	JPY mil	Proportion
<b>Civil engineering</b>								
Domestic - Public	96,207	12.6%	125,990	15.7%	29,783	31.0	152,208	10.5%
Domestic - Private	87,373	11.4%	71,386	8.9%	(15,986)	(18.3)	151,821	10.5%
Overseas	(206)	(0.0%)	21	0.0%	227	—	(189)	(0.0%)
<b>Sub-total</b>	<b>183,374</b>	<b>24.0%</b>	<b>197,398</b>	<b>24.6%</b>	<b>14,024</b>	<b>7.6</b>	<b>303,840</b>	<b>21.0%</b>
<b>Building construction</b>								
Domestic - Public	30,957	4.0%	16,062	2.0%	(14,895)	(48.1)	53,682	3.7%
Domestic - Private	495,526	64.9%	547,399	68.3%	51,873	10.5	1,020,377	70.7%
Overseas	—	—	—	—	—	—	—	—
<b>Sub-total</b>	<b>526,483</b>	<b>68.9%</b>	<b>563,461</b>	<b>70.3%</b>	<b>36,978</b>	<b>7.0</b>	<b>1,074,060</b>	<b>74.4%</b>
<b>Construction total</b>								
Domestic - Public	127,164	16.6%	142,053	17.7%	14,888	11.7	205,891	14.2%
Domestic - Private	582,900	76.3%	618,786	77.2%	35,886	6.2	1,172,198	81.2%
Overseas	(206)	(0.0%)	21	0.0%	227	—	(189)	(0.0%)
<b>Sub-total</b>	<b>709,858</b>	<b>92.9%</b>	<b>760,860</b>	<b>94.9%</b>	<b>51,002</b>	<b>7.2</b>	<b>1,377,900</b>	<b>95.4%</b>
<b>Real estate and other</b>	<b>54,481</b>	<b>7.1%</b>	<b>40,653</b>	<b>5.1%</b>	<b>(13,827)</b>	<b>(25.4)</b>	<b>66,522</b>	<b>4.6%</b>
<b>Grand total</b>	<b>764,340</b>	<b>100%</b>	<b>801,514</b>	<b>100%</b>	<b>37,174</b>	<b>4.9</b>	<b>1,444,422</b>	<b>100%</b>

(2) Breakdown of Revenues (Nonconsolidated)

	Q3 / FY2018		Q3 / FY2019		Change		FY2018	
	(Apr 1, 2018 - Dec 31, 2018)		(Apr 1, 2019 - Dec 31, 2019)				(Apr 1, 2018 - Mar 31, 2019)	
	JPY mil	Proportion	JPY mil	Proportion	JPY mil	%	JPY mil	Proportion
<b>Civil engineering</b>								
Domestic - Public	139,402	15.7%	111,016	11.7%	(28,386)	(20.4)	188,917	14.7%
Domestic - Private	71,813	8.0%	98,134	10.3%	26,321	36.7	111,424	8.7%
Overseas	522	0.1%	611	0.1%	89	17.1	721	0.1%
<b>Sub-total</b>	<b>211,737</b>	<b>23.8%</b>	<b>209,762</b>	<b>22.1%</b>	<b>(1,975)</b>	<b>(0.9)</b>	<b>301,063</b>	<b>23.5%</b>
<b>Building construction</b>								
Domestic - Public	64,272	7.2%	52,123	5.4%	(12,148)	(18.9)	90,324	7.1%
Domestic - Private	580,586	65.2%	657,868	69.2%	77,281	13.3	837,770	65.4%
Overseas	—	—	—	—	—	—	—	—
<b>Sub-total</b>	<b>644,859</b>	<b>72.4%</b>	<b>709,992</b>	<b>74.6%</b>	<b>65,133</b>	<b>10.1</b>	<b>928,095</b>	<b>72.5%</b>
<b>Construction total</b>								
Domestic - Public	203,674	22.9%	163,140	17.1%	(40,534)	(19.9)	279,241	21.8%
Domestic - Private	652,400	73.2%	756,003	79.5%	103,603	15.9	949,194	74.1%
Overseas	522	0.1%	611	0.1%	89	17.1	721	0.1%
<b>Sub-total</b>	<b>856,597</b>	<b>96.2%</b>	<b>919,755</b>	<b>96.7%</b>	<b>63,158</b>	<b>7.4</b>	<b>1,229,158</b>	<b>96.0%</b>
<b>Real estate and other</b>	<b>33,973</b>	<b>3.8%</b>	<b>31,284</b>	<b>3.3%</b>	<b>(2,688)</b>	<b>(7.9)</b>	<b>51,207</b>	<b>4.0%</b>
<b>Grand total</b>	<b>890,570</b>	<b>100%</b>	<b>951,039</b>	<b>100%</b>	<b>60,469</b>	<b>6.8</b>	<b>1,280,366</b>	<b>100%</b>

## (3) Breakdown of Contract Backlogs (Nonconsolidated)

As of	December 31, 2018		December 31, 2019		Change		March 31, 2019	
	JPY mil	Proportion	JPY mil	Proportion	JPY mil	%	JPY mil	Proportion
<b>Civil engineering</b>								
Domestic - Public	314,794	19.4%	336,255	19.0%	21,461	6.8	321,280	16.7%
Domestic - Private	177,760	10.9%	175,848	10.0%	(1,912)	(1.1)	202,596	10.6%
Overseas	3,899	0.3%	3,125	0.2%	(773)	(19.8)	3,716	0.2%
<b>Sub-total</b>	<b>496,454</b>	<b>30.6%</b>	<b>515,230</b>	<b>29.2%</b>	<b>18,775</b>	<b>3.8</b>	<b>527,593</b>	<b>27.5%</b>
<b>Building construction</b>								
Domestic - Public	109,814	6.7%	70,425	4.0%	(39,388)	(35.9)	106,487	5.6%
Domestic - Private	960,648	59.1%	1,117,846	63.2%	157,198	16.4	1,228,315	64.1%
Overseas	—	—	—	—	—	—	—	—
<b>Sub-total</b>	<b>1,070,462</b>	<b>65.8%</b>	<b>1,188,272</b>	<b>67.2%</b>	<b>117,810</b>	<b>11.0</b>	<b>1,334,803</b>	<b>69.7%</b>
<b>Construction total</b>								
Domestic - Public	424,608	26.1%	406,681	23.0%	(17,927)	(4.2)	427,768	22.3%
Domestic - Private	1,138,408	70.0%	1,293,695	73.2%	155,286	13.6	1,430,912	74.7%
Overseas	3,899	0.3%	3,125	0.2%	(773)	(19.8)	3,716	0.2%
<b>Sub-total</b>	<b>1,566,916</b>	<b>96.4%</b>	<b>1,703,502</b>	<b>96.4%</b>	<b>136,585</b>	<b>8.7</b>	<b>1,862,397</b>	<b>97.2%</b>
<b>Real estate and other</b>	<b>59,265</b>	<b>3.6%</b>	<b>63,440</b>	<b>3.6%</b>	<b>4,175</b>	<b>7.0</b>	<b>54,071</b>	<b>2.8%</b>
<b>Grand total</b>	<b>1,626,182</b>	<b>100%</b>	<b>1,766,943</b>	<b>100%</b>	<b>140,761</b>	<b>8.7</b>	<b>1,916,468</b>	<b>100%</b>