Information Package for The Financial Results

1 April 2009 - 31 March 2010

13 May 2010



Inquiries: Contact IR Group, Corporate Planning Department at ir@ml.kajima.com

# CONTENTS

1	FINANCIAL HIGHLIGHTS		P.1
2	<b>RESULTS (FY2009) AND PROJECTIONS</b>	(FY2010)	
	-1 Contract Awards	(Non-Consolidated)	2
	<ul><li>-2 Construction Contract Awards</li><li>- Segmental Analysis</li></ul>	(Non-Consolidated)	3
	-3 Income Statements	(Non-Consolidated)	5
	-4 Supplementary Information	(Non-Consolidated)	6
	-5 Income Statements	(Consolidated)	7
	-6 Supplementary Information	(Consolidated)	8
3	SUBSIDIARIES AND AFFILIATES UPDAT	TES	
	-1 Japan		9
	-2 Overseas		11

Note:

In this report, data are rounded down to the digit presented in the respective tables. The aggregated figures may not equate to the aggregated breakdown.

Disclaimer:

While every attempt has been made to ensure the accuracy of information, projections / forecasts contained in this package are based on the judgments made with information available as at 13 May 2010, and are subject to risks and uncertainties that may cause the actual results to vary.

### **1. FINANCIAL HIGHLIGHTS**

### NON-CONSOLIDATED

Operating Performance	_		(Projection)
	FY08	FY09	FY10
	JPY bln	JPY bln	JPY bln
Contract Awards	1,387.6	944.0	1,080.0
Revenues	1,491.9	1,244.4	1,080.0
Gross Profit	74.5	50.8	78.0
Operating Income (Loss)	9.3	(7.9)	20.0
Recurring Profit	11.7	7.5	20.0
Net Income (Loss)	(7.5)	3.1	11.0
Basic Net Income (Loss) per Share	(¥7.40)	¥3.07	¥10.56

### Assets and Equity

As at	31 Mar 09	31 Mar 10
	JPY bln	JPY bln
Total Assets	1,530.3	1,440.6
Total Equity	215.9	232.2
Shareholders' Equity / Assets Ratio	14.1%	16.1%
Equity per Share	¥211.79	¥223.01

### CONSOLIDATED

Operating Performance	(Projection)		
	FY08	FY09	FY10
	JPY bln	JPY bln	JPY bln
Contract Awards (Construction)	1,585.4	1,138.3	1,300.0
Revenues	1,948.5	1,637.3	1,440.0
Gross Profit	115.3	81.8	114.0
Operating Income (Loss)	19.6	(6.7)	26.0
Recurring Profit	15.9	9.0	25.0
Net Income (Loss)	(6.2)	13.2	13.0
Basic Net Income (Loss) per Share	(¥6.20)	¥13.03	¥12.51

### Assets and Equity

As at	31 Mar 09	31 Mar 10
	JPY bln	JPY bln
Total Assets	1,885.4	1,796.8
Total Equity	239.0	262.1
Shareholders' Equity / Assets Ratio	12.3%	14.6%
Equity per Share	¥227.56	¥251.97

**Cash Flows** 

(Projection) FY08 FY10 FY09 JPY bln JPY bln JPY bln **Operating Activities** 16.1 (76.9) 10.0 (5.7) Investing Activities (30.5) (20.0) **Financing Activities** 74.6 71.9 (38.0) Cash and Cash Equivalents 151.4 141.7 at the end of the Period

2-1 Contract Awards (Non-Consolidated)

	1st Half					Full-	Year		
	FY09	FY	′10	FY08		FY09	_	FY	10
	Result	Projection	YoY Change	Result	Mid-year Projection	Result	YoY Change	Projection	YoY Change
	А	В	B/A-1	С		D	D/C-1	Е	E/D-1
	JPY bln	JPY bln	%	JPY bln	JPY bln	JPY bln	%	JPY bln	%
Civil Engineering (A)									
Japan	92.5	85.0	(8.1%)	310.9	270.0	241.8	(22.2%)	250.0	3.4%
Overseas	(1.2)	15.0	-	81.5	50.0	26.0	(68.0%)	30.0	15.0%
Total	91.2	100.0	9.6%	392.4	320.0	267.9	(31.7%)	280.0	4.5%
Building Construction (B)									
Japan	270.2	280.0	3.6%	913.1	800.0	649.9	(28.8%)	750.0	15.4%
Overseas <sup>1</sup>	0.0	0.0	-	0.0	0.0	10.0	_	0.0	_
Total	270.2	280.0	3.6%	913.1	800.0	650.9	(28.7%)	750.0	15.2%
Construction Total (A)+(B)									
Japan	362.7	365.0	0.6%	1,224.0	1,070.0	891.7	(27.1%)	1,000.0	12.1%
Overseas	(1.2)	15.0	-	81.5	50.0	27.1	(66.8%)	30.0	10.7%
Total	361.5	380.0	5.1%	1,305.6	1,120.0	918.8	(29.6%)	1,030.0	12.1%
Real Estate and Other	3.1	20.0	537.4%	81.9	25.0	25.1	(69.4%)	50.0	99.0%
Grand Total	364.6	400.0	9.7%	1,387.6	1,145.0	944.0	(32.0%)	1,080.0	14.4%

<sup>1</sup> The figures represent overseas building construction projects undertaken by the parent only. Overseas building construction projects undertaken by overseas subsidiaries and affiliates are not included.

2-2 Construction Contract Awards - Segmental Analysis (Non-Consolidated)

### **Civil Engineering**

	FY08	FY	′09	FY10
	Result	Result	YoY Change	Projection
	JPY bln	JPY bln	%	JPY bln
Public Sector				
Central Gov't	149.8	121.5	(18.9%)	
Local Gov't	47.6	26.0	(45.4%)	
Total - Public Sector	197.5	147.6	(25.3%)	
Private Sector				
Manufacturing	30.3	17.8	(41.1%)	
Non-manufacturing	83.0	76.3	(8.1%)	
Total - Private Sector	113.3	94.1	(16.9%)	
Total - Domestic	310.9	241.8	(22.2%)	250.0
Overseas	81.5	26.0	(68.0%)	30.0
A Total - Civil Engineering	392.4	267.9	(31.7%)	280.0

#### **Building Construction**

		FY08	FY	<i>'</i> 09	FY10
		Result	Result	YoY Change	Projection
		JPY bln	JPY bln	%	JPY bln
	Public Sector				
	Central Gov't	13.6	36.8	168.9%	
	Local Gov't	21.5	54.1	151.0%	
	Total - Public Sector	35.2	91.0	158.0%	
	Private Sector				
	Manufacturing	237.1	124.9	(47.3%)	
	Non-manufacturing	640.7	433.9	(32.3%)	
	Total - Private Sector	877.8	558.9	(36.3%)	
	Total - Domestic	913.1	649.9	(28.8%)	750.0
	Overseas	0.0	1.0	-	0.0
в	Total - Bldg. Construction	913.1	650.9	(28.7%)	750.0

#### **Total - Construction**

		FY08	FY	<i>'</i> 09	FY10
		Result	Result	YoY Change	Projection
		JPY bln	JPY bln	%	JPY bln
	Public Sector				
	Central Gov't	163.5	158.4	(3.1%)	
	Local Gov't	69.2	80.2	15.8%	
	Total - Public Sector	232.8	238.6	2.5%	
	Private Sector				
	Manufacturing	267.4	142.8	(46.6%)	
	Non-manufacturing	723.7	510.3	(29.5%)	
С	Total - Private Sector	991.2	653.1	(34.1%)	
	Total - Domestic	1,224.0	891.7	(27.1%)	1,000.0
	Overseas	81.5	27.1	(66.8%)	30.0
D	Total - Construction	1,305.6	918.8	(29.6%)	1,030.0

#### **Construction Awards by Project Type**

		FY08	F۱	FY09	
		Result	Result	YoY Change	
		JPY bln	JPY bln	%	
Civil Engineering	Flood Control	72.1	22.4	(68.8%	
Civil Engineering	Railway	119.6	59.9	(49.9%	
	Potable / Waste Water	26.4	12.6	(52.3%	
	Land Improvement	8.9	7.9	(11.3%	
	Port / Airport	0.9	9.7	913.2%	
	Road	94.4	76.0	(19.5%	
	Others	69.8	79.2	13.4%	
Α	Total	392.4	267.9	(31.7%	
Building Construction	Office (Public / Private)	320.9	230.4	(28.2%	
Building Construction	Lodging	17.4	6.0	(65.5%	
	Retail	75.4	41.6	(44.8%	
	Power Plant / Factory	172.4	111.2	(35.5%	
	(Manufacturing Plant)	158.2	85.0	(46.3%	
	Warehouse / Distribution Centre	40.4	10.6	(73.6%	
	Residential	70.9	41.5	(41.4%	
	Education / Research / Culture	116.7	80.7	(30.8%	
	Medical / Welfare	29.6	74.8	152.4%	
	Others	68.9	53.7	(22.0%	
В	Total	913.1	650.9	(28.7%	
Total D		1,305.6	918.8	(29.6%	

#### Construction Awards by Customer (Private Sector)

		FY08	F۱	(09
		Result	Result	YoY Change
		JPY bln	JPY bln	%
Manufacturing	Food Processing	11.7	15.1	29.4%
Manufacturing	Petrochemical	56.3	49.4	(12.1%)
	Electronics	92.9	23.3	(74.8%)
	Vehicle	21.5	2.7	(87.0%)
	Others	84.9	51.9	(38.8%)
	Total	267.4	142.8	(46.6%)
Non-Manufacturing	Commercial	53.1	29.1	(45.1%)
Non-Manufacturing	Finance	30.4	37.1	22.0%
	Real Estate	292.8	167.4	(42.8%)
	Transportation / Distribution	111.6	55.7	(50.1%)
	Power / Gas	34.4	62.4	81.0%
	Information Technology	35.7	10.9	(69.3%)
	Service	148.1	135.1	(8.8%)
	(Medical / Welfare)	8.0	23.2	187.9%
	(Education)	79.3	45.0	(43.2%)
	Others	17.2	12.2	(29.1%)
	Total	723.7	510.3	(29.5%)
Total C		991.2	653.1	(34.1%

2-2 Construction Contract Awards - Segmental Analysis (Non-Consolidated) - continued

	FY	′08	FY09		
	JPY bln Proportion		JPY bln Proportion		YoY Change
Urban					
Kanto	682.0	55.7%	469.2	52.6%	(31.2%)
(Metropolitan Tokyo)	620.9	50.7%	403.1	45.2%	(35.1%)
Tokai	118.8	9.7%	90.4	10.1%	(23.9%)
Kinki	160.4	13.1%	135.2	15.2%	(15.7%)
Total - Urban	961.3	78.5%	694.9	77.9%	(27.7%)
Suburban					
Hokkaido	26.4	2.2%	20.5	2.3%	(22.3%)
Tohoku	80.2	6.6%	50.0	5.6%	(37.6%)
Hokuriku	29.5	2.4%	37.7	4.2%	27.7%
Chugoku	49.6	4.0%	35.1	4.0%	(29.1%)
Shikoku	23.3	1.9%	16.6	1.9%	(28.8%)
Kyushu	53.5	4.4%	36.6	4.1%	(31.5%)
Total - Suburban	262.7	21.5%	196.8	22.1%	(25.1%)
Total - Domestic	1,224.0	100.0%	891.7	100.0%	(27.1%)

#### **Geographical Region (Japan)**

Contract	Size
----------	------

	FY	′08	FY09			
	JPY bln	Proportion	JPY bln	Proportion	YoY Change	
Large-scale						
(JPY 5 bln. or above)	549.5	42.1%	378.7	41.2%	(31.1%)	
Medium-scale						
(JPY 1 to 5 bln.)	514.5	39.4%	330.4	36.0%	(35.8%)	
Small-scale						
(JPY 1 bln. or below)	241.5	18.5%	209.6	22.8%	(13.2%)	
Total	1,305.6	100.0%	918.8	100.0%	(29.6%)	

#### **Refurbishment Projects**

	FY	′08	FY09			
	JPY bln	% in total awards	JPY bln	% in total awards	YoY Change	
Civil Engineering	23.8	6.1%	16.7	6.2%	(30.1%)	
Building Construction	150.3	16.5%	108.6	16.7%	(27.7%)	
Total	174.2	13.3%	125.3	13.6%	(28.1%)	

<u>Kanto</u> Metropolitan Tokyo Tokyo, Kanagawa, Saitama, Chiba, Ibaraki, Tochigi, Gunma, Yamanashi, Nagano Tokyo, Kanagawa, Saitama, Chiba

Gifu, Shizuoka, Aichi, Mie

<u>Tokai</u> <u>Kinki</u>

Shiga, Kyoto, Osaka, Hyogo, Nara, Wakayama

#### Contract Type

	FY08	FY09
	%	%
Designated / Negotiated C		
Civil Engineering	17.5%	22.8%
Building Construction	52.0%	49.3%
Total - Construction	41.6%	41.5%

Design-Build Contracts		
Civil Engineering	8.6%	14.2%
Building Construction	47.6%	40.8%
Total - Construction	35.9%	33.0%

### Consolidated Basis

	FY08	FY08 FY09		
	JPY bln	JPY bln	%	
Japan	1,341.2	979.0	(27.0%)	
Overseas	244.1	159.3	(34.7%)	
Total	1,585.4	1,138.3	(28.2%)	

ξ.....

2-3 Income Statements (Non-Consolidated)

			1st Half			Full-Year				
		FY08	FY	′09	FY08		FY09		FY	10
		Result	Projection	YoY Change	Result	Mid-year Projection	Result	YoY Change	Projection	YoY Change
		JPY bln	JPY bln	JPY bln	JPY bln	JPY bln	JPY bln	JPY bln	JPY bln	JPY bln
Revenues		649.1	540.0	(109.1)	1,491.9	1,270.0	1,244.4	(247.5)	1,080.0	(164.4)
Construction		633.5	525.0	(108.5)	1,416.4	1,230.0	1,201.7	(214.7)	1,040.0	(161.7)
(Civil Engineering)		216.5	180.0	(36.5)	412.7	410.0	366.8	(45.8)	340.0	(26.8)
(Building Construction)		416.9	345.0	(71.9)	1,003.7	820.0	834.8	(168.8)	700.0	(134.8)
(Japan)		562.0	475.0	(87.0)	1,259.9	1,090.0	1,113.1	(146.7)	950.0	(163.1)
(Overseas)		71.4	50.0	(21.4)	156.5	140.0	88.6	(67.9)	90.0	1.3
Real Estate and Other		15.6	15.0	(0.6)	75.4	40.0	42.6	(32.8)	40.0	(2.6)
Gross Profit		38.5	34.5	(4.0)	74.5	76.5	50.8	(23.6)	78.0	27.1
Gross Profit Margin ("GPM"	')	5.9%	6.4%	0.5%	5.0%	6.0%	4.1%	(0.9%)	7.2%	3.1%
Construction	Gross Profit	36.4	33.0	(3.4)	58.4	71.5	46.0	(12.3)	74.0	27.9
	GPM	5.8%	6.3%	0.5%	4.1%	5.8%	3.8%	(0.3%)	7.1%	3.3%
(Civil Engineering)	Gross Profit	10.8	10.5	(0.3)	14.7	23.5	(2.8)	(17.6)	23.7	26.5
	GPM	5.0%	5.8%	0.8%	3.6%	5.7%	(0.8%)	(4.4%)	7.0%	7.8%
(Building Construction)	Gross Profit	25.5	22.5	(3.0)	43.7	48.0	48.9	5.2	50.3	1.3
	GPM	6.1%	6.5%	0.4%	4.4%	5.9%	5.9%	1.5%	7.2%	1.3%
Real Estate and Other	Gross Profit	2.0	1.5	(0.5)	16.0	5.0	4.7	(11.2)	4.0	(0.7)
	GPM	13.4%	10.0%	(3.4%)	21.3%	12.5%	11.2%	(10.1%)	10.0%	(1.2%)
Adjusted	d Gross Profit <sup>1</sup>	4.4	3.2	(1.2)	21.0	9.3	9.2	(11.8)	7.2	(2.0)
Selling, General and Adminis	trative Expenses	(28.3)	(29.0)	(0.6)	(65.1)	(59.0)	(58.8)	6.3	(58.0)	0.8
Operating Income (Loss)		10.1	5.5	(4.6)	9.3	17.5	(7.9)	(17.3)	20.0	27.9
Non-Operating Income - Net		4.8	(1.0)	(5.8)	2.4	2.5	15.5	13.0	0.0	(15.5)
Financing		0.2	0.0	(0.2)	2.6	(1.8)	13.5	10.9	(0.5)	(14.0)
Recurring Profit		15.0	4.5	(10.5)	11.7	20.0	7.5	(4.2)	20.0	12.4
Extraordinary Profit (Loss)		0.8	(0.5)	(1.3)	(17.7)	(2.5)	18.0	35.8	(1.0)	(19.0)
Income (Loss) before Income	e Taxes	15.8	4.0	(11.8)	(6.0)	17.5	25.5	31.6	19.0	(6.5)
Income Taxes		(7.8)	(2.0)	5.8	(1.5)	(9.5)	(22.4)	(20.9)	(8.0)	14.4
Net Income (Loss)		8.0	2.0	(6.0)	(7.5)	8.0	3.1	10.6	11.0	7.8

<sup>1</sup> Adjusted Gross Profit includes dividends from two SPCs (three SPCs for FY09) which are posted as non-operating income on the non-consolidated income statements and gross profit of Kajima Yaesu Kaihatsu Co., Ltd which is a fully consolidated subsidiary.

2-4 Supplementary Information (Non-Consolidated)

	FY08		FY09		FY	<b>′</b> 10	
	Result	Mid-year Projection	Result	YoY Change	Projection	YoY Change	Details (Full-Year FY10 projection)
	JPY bln	JPY bln	JPY bln	JPY bln	JPY bln	JPY bln	
Selling, General and Admin. Expenses	65.1	59.0	58.8	(6.3)	58.0	(0.8)	
- Payrolls and Related Expenses	30.4	27.7	27.3	(3.1)	27.8	0.5	
- Other	34.7	31.3	31.5	(3.2)	30.2	(1.3)	R&D 9.4, Business Expenses 7.6, Office Expenses 5.2 etc.
Research and Development	9.7	10.2	9.6	(0.0)	10.0	0.3	
Capital Expenditure <sup>1</sup>	13.7	8.7	8.1	(5.5)	15.4	7.3	
Depreciation / Amortization <sup>1</sup>	10.5	11.1	10.8	0.3	10.9	0.0	
Interest-bearing Debt	396.2	440.0	453.8	57.5	430.0	(23.8)	
Loans Guaranteed	62.1	-	82.7	20.5	-	-	
(Guarantee Commitments)	18.9	-	7.0	(11.8)	-	-	

<sup>1</sup> The capital expenditure and the depreciation/amortization relate to tangible, intangible fixed assets as well as other investment assets.

2-5 Income Statements (Consolidated)

			1st Half			Full-Year					
		FY09	F١	′10	FY08	FY08 FY09			FY	<b>′</b> 10	
		Result	Projection	YoY Change	Result	Mid-year Projection	Result	YoY Change	Projection	YoY Change	
		JPY bln	JPY bln	JPY bln	JPY bln	JPY bln	JPY bln	JPY bln	JPY bln	JPY bln	
Revenues		829.5	700.0	(129.5)	1,948.5	1,650.0	1,637.3	(311.1)	1,440.0	(197.3)	
Construction		758.7	640.0	(118.7)	1,716.1	1,500.0	1,480.3	(235.7)	1,300.0	(180.3)	
Real Estate and Other		70.7	60.0	(10.7)	232.4	150.0	157.0	(75.4)	140.0	(17.0)	
Gross Profit		55.6	52.5	(3.1)	115.3	111.0	81.8	(33.4)	114.0	32.1	
Gross Profit Margin ("GPM	1")	6.7%	7.5%	0.8%	5.9%	6.7%	5.0%	(0.9%)	7.9%	2.9%	
Construction	Gross Profit	46.0	43.5	(2.5)	83.0	93.0	69.3	(13.6)	92.5	23.1	
	GPM	6.1%	6.8%	0.7%	4.8%	6.2%	4.7%	(0.1%)	7.1%	2.4%	
Real Estate and Other	Gross Profit	9.5	9.0	(0.5)	32.2	18.0	12.4	(19.8)	21.5	9.0	
	GPM	13.5%	15.0%	1.5%	13.9%	12.0%	7.9%	(6.0%)	15.4%	7.5%	
Selling, General and Admin	istrative Expenses	(42.4)	(44.0)	(1.5)	(95.6)	(90.0)	(88.6)	7.0	(88.0)	0.6	
Operating Income (Loss)		13.1	8.5	(4.6)	19.6	21.0	(6.7)	(26.4)	26.0	32.7	
Non-Operating Income - Ne	t	4.7	(1.5)	(6.2)	(3.6)	11.0	15.7	19.4	(1.0)	(16.7)	
Financing		(1.1)	(1.5)	(0.3)	(1.3)	(5.0)	(3.2)	(1.9)	(5.5)	(2.2)	
Equity in Earnings of Un Subsidiaries and Affiliate		1.0	0.5	(0.5)	0.9	14.0	16.7	15.7	3.0	(13.7)	
Recurring Profit		17.8	7.0	(10.8)	15.9	32.0	9.0	(6.9)	25.0	15.9	
Extraordinary Profit (Loss)		0.5	(0.5)	(1.0)	(16.8)	(2.5)	19.7	36.6	(1.0)	(20.7)	
Income (Loss) before Incom and Minority Interests	ie Taxes	18.4	6.5	(11.9)	(0.8)	29.5	28.8	29.7	24.0	(4.8)	
Income Taxes and Minority	Interests	(8.8)	(3.5)	5.3	(5.4)	(13.5)	(15.5)	(10.1)	(11.0)	4.5	
Net Income (Loss)		9.5	3.0	(6.5)	(6.2)	16.0	13.2	19.5	13.0	(0.2)	

2-6 Supplementary Information (Consolidated)

	FY08 FY09 FY10		FY09			<b>´</b> 10
	Result	Mid-year Projection	Result	YoY Change	Projection	YoY Change
	JPY bln	JPY bln	JPY bln	JPY bln	JPY bln	JPY bln
Capital Expenditure <sup>1</sup>	23.1	23.5	23.8	0.6	28.0	4.1
Depreciation / Amortization <sup>1</sup>	19.5	20.5	20.0	0.4	20.0	(0.0)
Interest-bearing Debt	540.5	620.0	620.0	79.5	580.0	(40.0)
Loans Guaranteed	24.1	-	19.9	(4.2)	-	-

<sup>1</sup> The capital expenditure and the depreciation/amortization relate to tangible, intangible fixed assets as well as other investment assets.

### **Cash Flows**

### FY09 Result

	Cash and		
Operating	Investing	Financing	Cash Equivalents
JPY bln	JPY bln	JPY bln	JPY bln
(76.9)	(5.7)	71.9	141.7

#### FY10 Projection

Cash Flows							
Operating Investing Finance							
JPY bln	JPY bln	JPY bln					
10.0	(20.0)	(38.0)					

### STAFF NUMBERS

#### **By Business Segment**

	Construction	Real Estate	Other	Total
As at	No.	No.	No.	No.
31 Mar 09	11,993	1,230	2,385	15,608
31 Mar 10	11,674	1,164	2,351	15,189
Change	(319)	(66)	(34)	(419)

### By Business Entity

	Kajima Corp	Subsidiaries (Japan)	Subsidiaries (Overseas)	Total
As at	No.	No.	o. No.	
31 Mar 09	8,705	3,722	3,181	15,608
31 Mar 10	8,452	3,711	3,026	15,189
Change	(253)	(11)	(155)	(419)

### Performance by Business Segment

#### FY09 Result

	Construction	Real Estate	Other	Adjustments	Total
	JPY bln	JPY bln	JPY bln	JPY bln	JPY bln
Revenues	1,480.3	63.5	93.5	-	1,637.3
Inter-company	6.8	2.0	6.3	(15.2)	-
Total Revenues	1,487.2	65.5	99.8	(15.2)	1,637.3
Operating Income (Loss)	(2.7)	(7.6)	5.0	(1.4)	(6.7)

### FY10 Projection

	Construction	Real Estate	Other	Adjustments	Total
	JPY bln	JPY bln	JPY bln	JPY bln	JPY bln
Revenues	1,300.0	60.0	80.0	-	1,440.0
Inter-company	5.5	1.0	8.5	(15.0)	-
Total Revenues	1,305.5	61.0	88.5	(15.0)	1,440.0
Operating Income	20.0	3.5	2.5	0.0	26.0

# 3. SUBSIDIARIES AND AFFILIATES UPDATES

3-1 Japan

		FY08	FY	′09	FY10		
		Result	Mid-year Projection	Result	Projection	As at 31	Mar 10
		JPY m	JPY m	JPY m	JPY m		
	Const. Contract Awards	66,698	49,010	23,473	49,500	Total Assets	JPY 44.7 bln
Taiko Trading Co., Ltd.	Revenues	139,709	117,250	100,745	105,000		
	Operating Income (Loss)	(102)	221	278	300	Capital	JPY 750 m
Sale of Building Materials and Equipment / Interior Work	Recurring Profit	892	263	358	300		
(Kajima's ownership: 98.1%)	Net Income (Loss)	(3,619)	323	428	280	Staff Numbers	279
	Const. Contract Awards	99,527	86,200	80,966	82,400	Total Assets	JPY 81.0 bln
Kajima Road Co., Ltd.	Revenues	115,094	119,000	115,761	112,000		
	Operating Income	1,654	1,500	3,247	2,200	Capital	JPY 4.0 bln
Road Pavement Work / Sale of Asphalt	Recurring Profit	1,454	1,300	3,073	2,000		
(Kajima's ownership: 100%)	Net Income	1,244	750	1,807	1,100	Staff Numbers	1,056
	Const. Contract Awards	-	-	-	-	Total Assets	JPY 10.6 bln
Kajima Tatemono Sogo Kanri Co., Ltd.	Revenues	38,500	35,750	35,037	35,800		
	Operating Income	1,510	1,300	1,422	1,330	Capital	JPY 100 m
Facility Management	Recurring Profit	1,549	1,350	1,428	1,340		
(Kajima's ownership: 100%)	Net Income	821	745	802	725	Staff Numbers	1,113
	Const. Contract Awards	24,353	24,000	25,532	24,000	Total Assets	JPY 19.7 bln
Chemical Grouting Co., Ltd.	Revenues	28,914	24,500	26,169	24,500		
	Operating Income	761	370	674	370	Capital	JPY 300 m
Construction Foundation Work	Recurring Profit	964	525	906	475		
(Kajima's ownership: 100%)	Net Income	404	286	385	275	Staff Numbers	291
	Const. Contract Awards	-	-	-	-	Total Assets	JPY 35.2 bln
Kajima Leasing Corporation	Revenues	9,530	8,600	7,238	9,600		
	Operating Income	562	600	593	698	Capital	JPY 400 m
Leasing / Financing	Recurring Profit	558	600	595	700		
(Kajima's ownership: 100%)	Net Income	370	1,230	1,106	350	Staff Numbers	35

# 3. SUBSIDIARIES AND AFFILIATES UPDATES

3-1 Japan - continued

		FY08	FY	′09	FY10		
		Result	Mid-year Projection	Result	Projection	As at 31	Mar 10
		JPY m	JPY m	JPY m	JPY m		
	Const. Contract Awards	7,585	7,000	6,738	7,500	Total Assets	JPY 2.9 bln
Ilya Corporation	Revenues	7,786	7,000	5,883	8,000		
	Operating Income (Loss)	89	0	(206)	50	Capital	JPY 50 m
Interior Works	Recurring Profit (Loss)	86	0	(199)	45		
(Kajima's ownership: 100%)	Net Income (Loss)	62	0	(108)	26	Staff Numbers	152
	Const. Contract Awards	11,648	11,000	9,202	11,300	Total Assets	JPY 6.2 bln
Kajima Mechatro Engineering Co., Ltd.	Revenues	9,218	11,160	11,685	9,900		
	Operating Income	194	181	191	103	Capital	JPY 400 m
Manufacturing of Construction Machinery	Recurring Profit	184	180	190	100		
(Kajima's ownership: 100%)	Net Income	94	97	97	42	Staff Numbers	155
	Const. Contract Awards	25,258	19,280	18,703	21,000	Total Assets	JPY 10.6 bln
Clima-Teq Co., Ltd.	Revenues	23,220	21,900	21,576	21,000		
	Operating Income	938	430	442	100	Capital	JPY 300 m
MEP Work	Recurring Profit	930	446	465	104		
(Kajima's ownership: 100%)	Net Income	753	234	304	62	Staff Numbers	359
	Const. Contract Awards	-	-	-	-	Total Assets	JPY 75.6 bln
	Revenues	13,118	12,491	12,299	12,236		
4 Other Consolidated Subsidiaries	Operating Income (Loss)	1,963	1,954	(527)	2,141	Capital	JPY 11.8 bln
	Recurring Profit	1,514	1,553	2,109	1,760		
	Net Income	847	812	1,118	932	Staff Numbers	271
	Const. Contract Awards	235,072	196,490	164,617	195,700	Total Assets	JPY 286.8 bln
Total	Revenues	385,089	357,651	336,393	338,036	101017100010	51 T 200.0 DIT
(Japan)	Operating Income	7,569	6,556	6,114	7,292	Capital	JPY 18.1 bln
( <b>Pa</b> )	Recurring Profit	8,131	6,217	8,925	6,824	Capital	51 1 10.1 011
(The total exclude financial performance of unconsolidated domestic	Net Income before minority interests	976	4,477	5,939	3,792		
subsidiaries and affiliates accounted for using equity method.)	Net Income	1,191	4,077	5,006	3,787	Staff Numbers	3,711

### 3. SUBSIDIARIES AND AFFILIATES UPDATES

### 3-2 Overseas

Overseas subsidiaries and affiliates:

Kajima Corporation:

Building Construction Projects / Real Estate Development Civil Engineering Projects

		FY08	FY	09	FY10		
		Result	Mid-year Projection	Result	Projection	As at 31	Mar 10
		JPY m	JPY m	JPY m	JPY m		
	Const. Contract Awards	78,608	73,940	62,982	82,830	Total Assets	JPY 141.1 bln
Kajima U.S.A. Inc. ("KUSA")	Revenues	144,321	93,000	91,936	84,630		
	Operating Income (Loss)	(476)	(4,520)	(4,413)	(1,410)	Capital	US\$ 5 m
Construction / Real Estate Development in North America / H	awaii Recurring Profit (Loss)	652	(6,590)	(6,109)	20		
(Kajima's ownership: 10	00%) Net Income (Loss)	1,942	(3,500)	(3,637)	(540)	Staff Numbers	916
Kalima Overeese Asia	Const. Contract Awards	69,537	54,570	56,528	60,000	Total Assets	JPY 85.6 bln
Kajima Overseas Asia Pte. Ltd. ("KOA")	Revenues	53,767	66,630	80,781	65,490		
	Operating Income	3,270	3,640	4,963	3,250	Capital	S\$ 230 m
Construction / Real Estate Development in Asia	Recurring Profit	1,657	16,480	18,688	3,900		
(Kajima's ownership: 10	00%) Net Income	508	15,250	17,151	2,640	Staff Numbers	1,739
Kajima Europe Ltd. ("KEL")	Const. Contract Awards	7,437	5,750	2,225	12,660	Total Assets	JPY 23.0 bln
Kajima Europe B.V. ("KEBV")	Revenues	23,626	8,120	8,331	9,770	Cap. (KEL)	£ 81 m
Kajima Europe UK Holding Ltd. ("KEUKH")	Operating Income (Loss)	(323)	(2,060)	(3,042)	(940)	Cap. (KEBV)	€286 m
Construction / Real Estate Development in Europe	Recurring Profit (Loss)	(674)	(1,790)	(2,820)	(220)	Cap. (KEUKH)	£ 213 m
(Kajima's ownership: 10	00%) Net Income (Loss)	383	(1,490)	(2,280)	50	Staff Numbers	225
Ohum m Lux Ohumettinn	Const. Contract Awards	6,893	13,910	10,309	20,150	Total Assets	JPY 7.2 bln
Chung-Lu Construction Co., Ltd.	Revenues	16,495	12,380	11,724	10,490		
CO., Llu.	Operating Income	780	540	563	430	Capital	NT\$ 500 m
Construction in Taiwan	Recurring Profit	809	510	620	430		
(Kajima's ownership: 1)	00%) Net Income	563	330	434	310	Staff Numbers	146
	Const. Contract Awards	162,476	148,180	132,045	175,650	Total Assets	JPY 257.4 bln
Total	Revenues	238,211	180,150	192,773	170,390		2 20 0
(Overseas)	Operating Income (Loss)	3,234	(2,400)	(1,928)	1,330		
(The total include financial performance of unconsolidated overseas		2,324	8,530	10,392	4,150		
subsidiaries and affiliates accounted for using equity method.)	Net Income	3,264	10,510	11,970	2,480	Staff Numbers	3,026

Exchange rates: US\$= JPY91.03 JPY90.21 JPY92.10 JPY92.10

11