## Information Package for The Interim Financial Results

April 1, 2011 - September 30, 2011

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November 10, 2011
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 November 10, 2011, and are subject to risks and uncertainties that may cause the actual results to vary.

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## NON-CONSOLIDATED

Operating Performance

|  | 1 H <br> FY10 | 1 H <br> FY11 |
| :--- | ---: | ---: |
| Contract Awards | 409.4 | 507.0 |
| Revenues | 486.6 | 495.2 |
| Gross Profit | 52.7 | 37.8 |
| Operating Income | 25.3 | 10.4 |
| Recurring Profit | 25.4 | 16.2 |
| Net Income | 16.1 | 4.5 |
| Basic Net Income per Share | $¥ 15.54$ | $¥ 4.36$ |

(Updated
Projection)

| Full-Year <br> FY11 |
| ---: |
| $1,135.0$ |
| $1,100.0$ |
| 80.0 |
| 23.0 |
| 26.0 |
| 10.0 |
| $¥ 9.61$ |

## Assets and Equity

| As at | Mar 31, 2011 | Sep 30, 2011 |
| :--- | ---: | ---: |
| Total Assets | $1,327.4$ | $1,294.1$ |
| Total Equity | 208.2 | 203.6 |
| Shareholders' Equity/ Assets Ratio | $15.7 \%$ | $15.7 \%$ |
| Equity per Share | $¥ 200.04$ | $¥ 195.68$ |

## CONSOLIDATED

Operating Performance

|  | $\begin{gathered} \hline 1 \mathrm{H} \\ \text { FY10 } \end{gathered}$ | $\begin{gathered} \hline 1 \mathrm{H} \\ \mathrm{FY} 11 \end{gathered}$ | $\begin{gathered} \hline \text { Full-Year } \\ \text { FY11 } \end{gathered}$ |
| :---: | :---: | :---: | :---: |
| Contract Awards (Construction) | 499.5 | 600.7 | 1,320.0 |
| Revenues | 651.5 | 658.6 | 1,450.0 |
| Gross Profit | 70.3 | 55.7 | 116.0 |
| Operating Income | 28.9 | 14.5 | 31.0 |
| Recurring Profit | 32.2 | 19.1 | 38.0 |
| Net Income | 20.2 | 6.0 | 17.0 |
| Basic Net Income per Share | $¥ 19.47$ | $¥ 5.82$ | $¥ 16.36$ |

## Assets and Equity

| As at | Mar 31, 2011 | Sep 30, 2011 |
| :--- | ---: | ---: |
| Total Assets | $1,644.9$ | $1,598.4$ |
| Total Equity | 253.2 | 251.3 |
| Shareholders' Equity/ Assets Ratio | $15.4 \%$ | $15.7 \%$ |
| Equity per Share | $¥ 243.35$ | $¥ 241.89$ |

Cash Flows

|  | (Updated <br> Projection) |  |  |
| :--- | ---: | ---: | ---: |
|  | 1 H <br> FY10 | 1 H <br> FY11 | Full-Year <br> FY11 |
| Operating Activities | 52.1 | 22.0 | 10.0 |
| Investing Activities | $(6.4)$ | $(22.3)$ | $(40.0)$ |
| Financing Activities | $(63.7)$ | $(24.5)$ | $(10.0)$ |
| Cash and Cash Equivalents <br> at the end of the Period | 122.6 | 132.2 |  |

## 2. RESULTS (1H) AND PROJECTIONS (FULL-YEAR)

2-1 Contract Awards

Non-Consolidated Basis
JPY bKn

|  | 1st Half |  |  |  | Full-Year |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { FY10 } \\ & \text { Result } \end{aligned}$ | FY11 |  |  | $\begin{aligned} & \text { FY10 } \\ & \text { Result } \end{aligned}$ | FY11 |  |  |
|  |  | Projection | Result | YoY Change |  | Initial Projection | Updated Projection | YoY Change |
| Civil Engineering <br> Japan <br> Overseas | $\begin{aligned} & 94.1 \\ & (7.8) \end{aligned}$ | $\begin{aligned} & 80.0 \\ & 10.0 \end{aligned}$ | $\begin{array}{r} 173.1 \\ 2.5 \end{array}$ | 84.0\% | $230.4$ <br> (4.3) | $\begin{array}{r} 250.0 \\ 25.0 \end{array}$ | $\begin{array}{r} 320.0 \\ 25.0 \end{array}$ | 38.9\% |
| Total | 86.2 | 90.0 | 175.6 | 103.8\% | 226.0 | 275.0 | 345.0 | 52.6\% |
| Building Construction <br> Japan <br> Overseas ${ }^{1}$ | 300.2 0.0 | 300.0 0.0 | $\begin{array}{r} 303.3 \\ 0.0 \end{array}$ | $\begin{array}{r} 1.0 \% \\ 658.7 \% \end{array}$ | $\begin{array}{r} 731.9 \\ 0.0 \end{array}$ | $\begin{array}{r} 750.0 \\ 0.0 \end{array}$ | $\begin{array}{r} 750.0 \\ 0.0 \end{array}$ | $2.5 \%$ |
| Total | 300.2 | 300.0 | 303.3 | 1.1\% | 731.9 | 750.0 | 750.0 | 2.5\% |
| Construction Total <br> Japan <br> Overseas | 394.3 <br> (7.8) | $\begin{array}{r} 380.0 \\ 10.0 \end{array}$ | $\begin{array}{r} 476.5 \\ 2.5 \end{array}$ | 20.8\% | $\begin{array}{r} 962.3 \\ (4.3) \end{array}$ | $\begin{array}{r} 1,000.0 \\ 25.0 \end{array}$ | $\begin{array}{r} 1,070.0 \\ 25.0 \end{array}$ | 11.2\% |
| Total | 386.4 | 390.0 | 479.0 | 24.0\% | 957.9 | 1,025.0 | 1,095.0 | 14.3\% |
| Real Estate and Other | 22.9 | 20.0 | 27.9 | 21.5\% | 65.9 | 40.0 | 40.0 | (39.4\%) |
| Grand Total | 409.4 | 410.0 | 507.0 | 23.8\% | 1,023.9 | 1,065.0 | 1,135.0 | 10.8\% |



## Consolidated Basis (Construction)

| Construction Total |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Japan | 438.7 | 425.0 | 522.7 | 19.1\% | 1,054.2 | 1,075.0 | 1,145.0 | 8.6\% |
| Overseas | 60.7 | 93.0 | 78.0 | 28.4\% | 134.2 | 185.0 | 175.0 | 30.4\% |
| Total | 499.5 | 518.0 | 600.7 | 20.3\% | 1,188.4 | 1,260.0 | 1,320.0 | 11.1\% |

## 2. RESULTS (1H) AND PROJECTIONS (FULL-YEAR)

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

JPY bln

|  | 1st Half |  |  |  |  |  |  |  |  |  |  | Full-Year |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Civil Engineering |  |  | Building Construction |  |  |  | Total - Construction |  |  |  | Total - Construction |
|  | FY10 Result | FY11 |  | FY10 Result | FY11 |  |  | $\begin{aligned} & \hline \text { FY10 } \\ & \text { Result } \end{aligned}$ | FY11 |  |  | FY10 |
|  |  | Result | YoY Change |  |  | Result | YoY Change |  |  | Result | YoY Change | Result |
| Public Sector | 43.2 | 136.4 | 215.7\% | 26.2 |  | 16.2 | (38.0\%) | 69.4 |  | 152.6 | 119.7\% | 210.7 |
| Central Gov't | 17.9 | 22.5 | 26.2\% | 14.3 |  | 3.8 | (73.1\%) | 32.2 |  | 26.4 | (18.0\%) | 131.7 |
| Local Gov't | 25.3 | 113.8 | 349.8\% | 11.9 |  | 12.4 | 4.1\% | 37.2 |  | 126.2 | 238.9\% | 78.9 |
| Private Sector | 50.8 | 36.7 | (27.8\%) | 273.9 |  | 287.0 | 4.8\% | 324.8 | A | 323.8 | (0.3\%) | 751.6 |
| Manufacturing | 13.9 | 11.6 | (16.7\%) | 65.4 |  | 91.1 | 39.3\% | 79.4 | B | 102.7 | 29.4\% | 180.8 |
| Non-manufacturing | 36.9 | 25.1 | (31.9\%) | 208.4 |  | 195.8 | (6.0\%) | 245.4 | C | 221.0 | (9.9\%) | 570.7 |
| Total - Domestic | 94.1 | 173.1 | 84.0\% | 300.2 |  | 303.3 | 1.0\% | 394.3 |  | 476.5 | 20.8\% | 962.3 |
| Overseas | (7.8) | 2.5 | - | 0.0 |  | 0.0 | 658.7\% | (7.8) |  | 2.5 | - | (4.3) |
| Total | 86.2 | X 175.6 | 103.8\% | 300.2 | Y | 303.3 | 1.1\% | 386.4 | Z | 479.0 | 24.0\% | 957.9 |

Construction Awards by Customer (Private Sector)

|  | 1st Half |  |  |
| :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \hline \text { FY10 } \\ & \text { Result } \end{aligned}$ | FY11 |  |
|  |  | Result | YoY Change |
| Manufacturing | 79.4 | B 102.7 | 29.4\% |
| Food Processing | 8.1 | 5.0 | (38.1\%) |
| Petrochemical | 31.8 | 43.2 | 35.8\% |
| Steel | 6.3 | 4.4 | (29.6\%) |
| Electronics | 7.7 | 19.4 | 151.1\% |
| Vehicle | 8.6 | 6.0 | (30.3\%) |
| Machinery | 3.8 | 6.4 | 65.8\% |
| Others | 12.8 | 18.1 | 41.3\% |
| Non-Manufacturing | 245.4 | C 221.0 | (9.9\%) |
| Commercial | 18.1 | 12.7 | (29.9\%) |
| Finance | 9.0 | 10.2 | 13.6\% |
| Real Eatate | 104.4 | 36.1 | (65.3\%) |
| Transportation / Distribution | 27.3 | 25.2 | (7.7\%) |
| Power / Gas | 24.8 | 19.4 | (21.6\%) |
| Information Technology | 12.8 | 9.7 | (24.1\%) |
| Service | 43.6 | 102.3 | 134.2\% |
| (Medical / Welfare) | 19.1 | 14.4 | (24.7\%) |
| (Education) | 13.6 | 54.7 | 300.8\% |
| Others | 5.2 | 5.2 | (1.1\%) |
| Total | 324.8 | A 323.8 | (0.3\%) |

## Construction Awards by Project Type

| Full-Year <br> FY10 <br> Result <br> 180.8 <br> 21.0 <br> 62.7 <br> 9.8 <br> 43.7 <br> 12.2 <br> 10.5 <br> 20.7 <br> 570.7 <br> 26.1 <br> 23.0 <br> 153.6 <br> 120.8 <br> 39.4 <br> 24.8 <br> 174.0 <br> 80.5 <br> 32.7 <br> 8.7 <br> 751.6 |
| ---: | ---: |


|  | 1st Half |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | FY10 |  | FY11 |  |  |
|  | Result | Proportion | Result | Proportion | YoY Change |
| Flood Control | 9.9 | 2.6\% | 7.3 | 1.6\% | (26.2\%) |
| Railway | 9.5 | 2.5\% | 9.6 | 2.0\% | 1.6\% |
| Potable / Waste Water | 15.8 | 4.1\% | 3.8 | 0.8\% | (75.5\%) |
| Land Improvement | 1.7 | 0.4\% | 3.3 | 0.7\% | 88.8\% |
| Port / Airport | 7.7 | 2.0\% | 2.5 | 0.5\% | (67.3\%) |
| Road | 3.3 | 0.9\% | 17.2 | 3.6\% | 412.0\% |
| Others | 38.0 | 9.8\% | 131.6 | 27.5\% | 246.5\% |
| Total - Civil Engineering | 86.2 | 22.3\% | $\times 175.6$ | 36.7\% | 103.8\% |
| Office (Public / Private) | 125.3 | 32.4\% | 54.2 | 11.3\% | (56.8\%) |
| Lodging | 1.5 | 0.4\% | 3.1 | 0.6\% | 99.2\% |
| Retail | 12.9 | 3.3\% | 14.8 | 3.1\% | 14.5\% |
| Power Plant / Factory | 64.9 | 16.8\% | 83.1 | 17.4\% | 28.0\% |
| (Manufacturing Plant) | 59.7 | 15.5\% | 73.0 | 15.2\% | 22.2\% |
| Warehouse / Distribution Centre | 3.7 | 1.0\% | 12.4 | 2.6\% | 231.5\% |
| Residential | 36.3 | 9.4\% | 26.9 | 5.6\% | (25.8\%) |
| Education / Research / Culture | 20.8 | 5.4\% | 44.1 | 9.2\% | 112.1\% |
| Medical / Welfare | 21.9 | 5.7\% | 48.9 | 10.2\% | 123.4\% |
| Others | 12.6 | 3.3\% | 15.5 | 3.3\% | 23.2\% |
| Total - Building Construction | 300.2 | 77.7\% | Y 303.3 | 63.3\% | 1.1\% |
| Total | 386.4 | 100.0\% | Z 479.0 | 100.0\% | 24.0\% |


| Full-Year |
| ---: | ---: |
| FY10 |
| Result |
| 26.0 |
| 28.8 |
| 34.1 |
| 3.5 |
| 12.0 |
| 61.0 |
| 60.1 |
| 226.0 |
| 237.5 |
| 18.7 |
| 18.1 |
| 136.0 |
| 125.2 |
| 52.2 |
| 50.0 |
| 61.5 |
| 87.8 |
| 69.8 |
| 931.9 |
| 957.9 |

## 2. RESULTS (1H) AND PROJECTIONS (FULL-YEAR)

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

| Geographical Region (Japan) |  |  |  |  | JPY bln |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | 1st Half |  |  |  |  |
|  | FY10 |  | FY11 |  |  |
|  | Result | Proportion | Result | Proportion | YoY Change |
| Urban | 302.2 | 76.6\% | 274.2 | 57.6\% | (9.3\%) |
| Kanto <br> (Metropolitan Tokyo) | $\begin{aligned} & \hline 215.8 \\ & 196.9 \end{aligned}$ | $\begin{aligned} & 54.7 \% \\ & 49.9 \% \end{aligned}$ | $\begin{aligned} & 181.6 \\ & 148.5 \end{aligned}$ | $\begin{aligned} & 38.1 \% \\ & 31.2 \% \end{aligned}$ | $\begin{aligned} & \hline(15.8 \%) \\ & (24.6 \%) \end{aligned}$ |
| Tokai | 37.4 | 9.5\% | 64.7 | 13.6\% | 73.0\% |
| Kinki | 48.9 | 12.4\% | 27.8 | 5.9\% | (43.1\%) |
| Suburban | 92.1 | 23.4\% | 202.2 | 42.4\% | 119.5\% |
| Hokkaido | 3.7 | 1.0\% | 4.8 | 1.0\% | 28.9\% |
| Tohoku | 21.6 | 5.5\% | 138.3 | 29.0\% | 539.0\% |
| Hokuriku | 11.7 | 3.0\% | 15.9 | 3.3\% | 35.3\% |
| Chugoku | 22.0 | 5.6\% | 18.5 | 3.9\% | (15.5\%) |
| Shikoku | 11.3 | 2.9\% | 5.5 | 1.2\% | (51.0\%) |
| Kyusyu | 21.5 | 5.4\% | 18.9 | 4.0\% | (12.0\%) |
| Total | 394.3 | 100.0\% | 476.5 | 100.0\% | 20.8\% |
| Kanto <br> (Metropolitan Tokyo) | kyo, Kanag | wa, Saitama, | , Ibaraki, T | higi, Gunma, | Yamanashi, Nag |
| Tokai | Gifu, Shizuoka, Aichi, Mie |  |  |  |  |
| Kinki | Shiga, Kyoto, Osaka, Hyogo, Nara, Wakayama |  |  |  |  |

## Contract Type

|  | Civil <br> Engineering | Building <br> Construction | Construction <br> (Total) |
| :--- | ---: | ---: | ---: |
| Designated / Negotiated Contracts | $65.7 \%$ | $50.4 \%$ | $56.0 \%$ |
| Design-Build Contracts | $54.9 \%$ | $35.1 \%$ | $42.4 \%$ |


| Designated / Negotiated Contracts | $21.8 \%$ | $45.5 \%$ | $39.9 \%$ |
| :--- | :--- | :--- | :--- |
| Design-Build Contracts | $18.9 \%$ | $37.4 \%$ | $33.0 \%$ |

Contract Size JPY bln

|  | 1st Half |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | FY10 |  | FY11 |  |  |
|  | Result | Proportion | Result | Proportion | YoY Change |
| Large-scale <br> (5bln or above) | 124.8 | $32.3 \%$ | 175.4 | $36.6 \%$ | $40.6 \%$ |
| Medium-scale <br> (1 to 5 bIn) | 149.4 | $38.7 \%$ | 149.3 | $31.2 \%$ | $(0.1 \%)$ |
| Small-scale <br> (1 bln or below) | 112.1 | $29.0 \%$ | 154.2 | $32.2 \%$ | $37.5 \%$ |
| Total | 386.4 | $100.0 \%$ | 479.0 | $100.0 \%$ | $24.0 \%$ |

$\underline{\text { Refurbishment Projects }} \mathrm{JPY}$ bln

|  | 1st Half |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | FY10 |  | FY11 |  |  |
|  | Result | Proportion | Result | Proportion | YoY Change |
| Civil Enginnering | 10.9 | $12.7 \%$ | 11.0 | $6.3 \%$ | $0.3 \%$ |
| Building Const. | 59.3 | $19.8 \%$ | 56.2 | $18.5 \%$ | $(5.4 \%)$ |
| Total | 70.3 | $18.2 \%$ | 67.2 | $14.0 \%$ | $(4.5 \%)$ |

Overseas (Consolidated Basis) JPY bln

|  | 1st Half |  |  |  |  |
| :--- | ---: | ---: | ---: | ---: | ---: |
|  | FY10 |  | FY11 |  |  |
|  | Result |  | Proportion | Result | Proportion |
| Yorth America | 44.1 | $8.8 \%$ | 18.4 | $3.1 \%$ | $(58.3 \%)$ |
|  | 0.7 | $0.2 \%$ | 3.8 | $0.6 \%$ | $430.7 \%$ |
| Asia | 22.9 | $4.6 \%$ | 59.0 | $9.8 \%$ | $157.1 \%$ |
| Other Regions | $(7.0)$ | $(1.4 \%)$ | $(3.2)$ | $(0.5 \%)$ | - |
| Total | 60.7 | $12.2 \%$ | 78.0 | $13.0 \%$ | $28.4 \%$ |

## 2. RESULTS (1H) AND PROJECTIONS (FULL-YEAR)

## 2-3 Income Statements (Non-Consolidated)



[^0] Co., Ltd which is a fully consolidated subsidiary.

## 2. RESULTS (1H) AND PROJECTIONS (FULL-YEAR)

## 2-3 Income Statements (Consolidated)

|  | 1st Half |  |  |  | Full-Year |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { FY10 } \\ & \text { Result } \end{aligned}$ | FY11 |  |  | FY2010 <br> Result | FY2011 |  |  |
|  |  | Projection | Result | YoY Change |  | Initial Projection | Updated Projection | YoY Change |
| Revenues | 651.5 | 660.0 | 658.6 | 7.0 | 1,325.6 | 1,470.0 | 1,450.0 | 124.3 |
| Construction | 585.7 | 590.0 | 589.3 | 3.5 | 1,146.1 | 1,300.0 | 1,285.0 | 138.8 |
| Real Estate and Other (Real Estate) (Other) | $\begin{aligned} & 65.8 \\ & 26.9 \\ & 38.8 \end{aligned}$ | $\begin{aligned} & 70.0 \\ & 30.0 \\ & 40.0 \end{aligned}$ | $\begin{aligned} & 69.3 \\ & 27.2 \\ & 42.1 \end{aligned}$ | $\begin{aligned} & 3.4 \\ & 0.2 \\ & 3.2 \end{aligned}$ | $\begin{array}{r} 179.5 \\ 89.7 \\ 89.7 \end{array}$ | $\begin{array}{r} 170.0 \\ 90.0 \\ 80.0 \end{array}$ | $\begin{array}{r} 165.0 \\ 80.0 \\ 85.0 \end{array}$ | $\begin{array}{r} \hline(14.5) \\ (9.7) \\ (4.7) \end{array}$ |
| Gross Profit | $\begin{array}{r} 70.3 \\ 10.8 \% \end{array}$ | $\begin{gathered} 54.0 \\ 8.2 \% \end{gathered}$ | 55.7 <br> 8.5\% | $\begin{aligned} & (14.5) \\ & (2.3 \%) \end{aligned}$ | $\begin{gathered} 102.5 \\ 7.7 \% \end{gathered}$ | $\begin{gathered} 119.0 \\ 8.1 \% \end{gathered}$ | 116.0 8.0\% | $\begin{gathered} 13.4 \\ 0.3 \% \end{gathered}$ |
| Construction | $\begin{array}{r} 60.4 \\ 10.3 \% \end{array}$ | $\begin{array}{r} 45.5 \\ 7.7 \% \end{array}$ | $\begin{array}{r} 46.4 \\ 7.9 \% \end{array}$ | $\begin{aligned} & (14.0) \\ & (2.4 \%) \end{aligned}$ | $\begin{array}{r} \hline 86.2 \\ 7.5 \% \end{array}$ | $\begin{gathered} 100.0 \\ 7.7 \% \end{gathered}$ | $\begin{array}{r} 97.5 \\ 7.6 \% \end{array}$ | $\begin{gathered} 11.2 \\ 0.1 \% \end{gathered}$ |
| Real Estate and Other | $\begin{array}{r} 9.8 \\ 15.0 \% \end{array}$ | $\begin{array}{r} 8.5 \\ 12.1 \% \end{array}$ | $\begin{array}{r} 9.3 \\ 13.5 \% \end{array}$ | $\begin{array}{r} (0.5) \\ (1.5 \%) \end{array}$ | $\begin{gathered} \hline 16.3 \\ 9.1 \% \end{gathered}$ | $\begin{array}{r} 19.0 \\ 11.2 \% \end{array}$ | $\begin{array}{r} 18.5 \\ 11.2 \% \end{array}$ | $\begin{array}{r} 2.1 \\ 2.1 \% \end{array}$ |
| SG\&A | (41.4) | (42.0) | (41.2) | 0.2 | (85.2) | (85.0) | (85.0) | 0.2 |
| Operating Income | 28.9 | 12.0 | 14.5 | (14.3) | 17.2 | 34.0 | 31.0 | 13.7 |
| Non-operating Income | 3.3 | (1.0) | 4.5 | 1.1 | 0.2 | (1.0) | 7.0 | 6.7 |
| Financing <br> Equity in Earnings of Unconsolidated Subsidiaries and Affiliates | $\begin{gathered} (1.1) \\ 1.0 \end{gathered}$ | $\begin{gathered} (2.2) \\ 1.2 \end{gathered}$ | $\begin{aligned} & 0.0 \\ & 0.7 \end{aligned}$ | $\begin{gathered} 1.2 \\ (0.3) \end{gathered}$ | $\begin{gathered} (3.4) \\ 2.0 \end{gathered}$ | (4.6) $1.7$ | $\begin{gathered} (2.5) \\ 0.9 \end{gathered}$ | $\begin{gathered} 0.9 \\ (1.0) \end{gathered}$ |
| Recurring Profit | 32.2 | 11.0 | 19.1 | (13.1) | 17.5 | 33.0 | 38.0 | 20.4 |
| Extraordinary Profit | (0.5) | (0.5) | (6.4) | (5.9) | 8.6 | (1.5) | (7.0) | (15.6) |
| Income before Income Taxes and Minority Interests | 31.7 | 10.5 | 12.6 | (19.0) | 26.1 | 31.5 | 31.0 | 4.8 |
| Income Taxes and Minority Interests | (11.4) | (4.5) | (6.6) | 4.8 | (0.3) | (14.5) | (14.0) | (13.6) |
| Net Income | 20.2 | 6.0 | 6.0 | (14.1) | 25.8 | 17.0 | 17.0 | (8.8) |

## 2. RESULTS (1H) AND PROJECTIONS (FULL-YEAR)

## 2-4 Supplementary Information

## Cash Flows

JPY bln
1H / FY11 Result

| Operating | Investing | Financing | Cash and Cash Equivalents <br> at the end of the Period |
| ---: | ---: | ---: | ---: |
| 22.0 | $(22.3)$ | $(24.5)$ | 132.2 |

Full-Year / FY11 Updated Projection

| Operating | Investing | Financing |
| ---: | ---: | ---: |
| 10.0 | $(40.0)$ | $(10.0)$ |

Interest-bearing Debt

| As at | Mar 31, 2011 Result | Sep 30, 2011 |  | Mar 31, 2012 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Result | Change | Initial Projection | Updated Projection |
| Consolidated | 558.9 | 537.6 | (21.2) | 560.0 | 560.0 |
| Kajima Corp | 439.0 | 420.2 | (18.8) | 440.0 | 440.0 |
| Subsidiaries | 119.8 | 117.4 | (2.3) | 120.0 | 120.0 |

Provision for Loss on Construction Contracts JPY bln

| As at | Mar 31, 2011 <br> Result |  | Sep 30, 2011 |  |
| :--- | ---: | ---: | ---: | :---: |
|  | $(20.7)$ | (20.6) | Change |  |

Other Data
JPY bln

|  | 1st Half |  | Full-Year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { FY10 } \\ & \text { Result } \end{aligned}$ | FY11 | $\begin{aligned} & \text { FY10 } \\ & \text { Result } \end{aligned}$ | FY11 |  |
|  |  | Result |  | Initial Projection | Updated Projection |
| Research and Development | 4.3 | 4.2 | 9.7 | 10.1 | 9.7 |
| Capital Expenditure ${ }^{1}$ | 12.3 | 21.0 | 22.9 | 32.0 | 38.0 |
| Depreciation / Amortization ${ }^{1}$ | 9.3 | 8.7 | 18.9 | 19.0 | 19.0 |
| Loans Guaranteed | 20.0 | 12.5 | 13.2 | - | - |

${ }^{1}$ The capital expenditure and the depreciation / amortization relate to tangible, intangible fixed assets as well as other investment assets.

SG\&A (Selling, General and Administrative Expenses) - Non-Consolidated Basis

| Total | 27.4 | 27.4 | 57.5 | 57.0 | 57.0 |
| :---: | :---: | :---: | :---: | :---: | :---: |
| - Payroll Cost | 13.4 | 13.9 | 27.4 | 28.3 | 28.4 |
| - Other | 14.0 | 13.4 | 30.1 | 28.6 | 28.5 |

Staff Numbers

| Staff Numbers | NO. |  |  |  |
| :--- | ---: | ---: | ---: | ---: |
| As at Kajima Corp <br> (Parent) Subsidiaries <br> (Japan) Subsidiaries <br> (Overseas) <br> Mar 31, 2011 8,164 3,760 3,159 | Total |  |  |  |
| Sep 30, 2011 | 8,116 | 3,838 | 3,349 | 15,303 |
| Change | $(48)$ | 78 | 190 | 220 |

## 2. RESULTS (1H) AND PROJECTIONS (FULL-YEAR)

## 2-4 Supplementary Information - continued

Performance by Management Approach Segment
Full-Year / FY10 Result

|  | Civil <br> Engineering | Building <br> Construction | Real Estate <br> and Other | Domestic <br> Subsidiaries <br> and Affiliates | Overseas <br> Subsidiaries <br> and Affiliates | Adjustments | Total |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenues | 273.9 | 639.4 | 57.1 | 332.1 | 155.8 | $(132.7)$ | $1,325.6$ |
| Operating | $(16.0)$ | 25.3 | $(1.2)$ | 3.8 | 2.9 | 2.5 | 17.2 |
| Income | $(5.9 \%)$ | $4.0 \%$ | $(2.2 \%)$ | $1.1 \%$ | $1.9 \%$ | - | $1.3 \%$ |

1H / FY11 Result

|  | Civil <br> Engineering | Building <br> Construction | Real Estate <br> and Other | Domestic <br> Subsidiairies <br> and Affiliates | Overseas <br> Subsidiarias <br> and Affiliates | Adjustments | Total |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenues | 138.6 | 340.5 | 16.0 | 137.8 | 81.0 | $(55.4)$ | 658.6 |
| Operating | 3.0 | 6.9 | 0.5 | 2.7 | 1.1 | 0.2 | 14.5 |
| Income | $2.2 \%$ | $2.0 \%$ | $3.5 \%$ | $2.0 \%$ | $1.4 \%$ | - | $2.2 \%$ |

Full-Year / FY11 Initial Projection

|  | Civil <br> Engineering | Building <br> Construction | Real Estate <br> and Other | Domestic <br> Subsidiaries <br> and Affiliates | Overseas <br> Subsidiaries <br> and Affiliates | Adjustments | Total |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenues | 290.0 | 740.0 | 60.0 | 322.8 | 194.2 | $(137.0)$ | $1,470.0$ |
| Operating | 1.5 | 23.6 | 0.0 | 6.5 | 1.9 | 0.4 | 34.0 |
| Income | $0.5 \%$ | $3.2 \%$ | $0.0 \%$ | $2.0 \%$ | $1.0 \%$ | - | $2.3 \%$ |

Full-Year / FY11 Updated Projection

|  | Civil <br> Engineering | Building <br> Construction | Real Estate <br> and Other | Domestic <br> Subsidiaries <br> and Affiliates | Overseas <br> Subsidiaries <br> and Affiliates | Adjustments | Total |
| :--- | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
| Revenues | 300.0 | 740.0 | 60.0 | 306.2 | 169.2 | $(125.4)$ | $1,450.0$ |
| Operating | 2.6 | 20.4 | 0.0 | 6.8 | 1.1 | 0.0 | 31.0 |
| Income | $0.9 \%$ | $2.8 \%$ | $0.0 \%$ | $2.2 \%$ | $0.7 \%$ | - | $2.1 \%$ |

Income Statements of Domestic Subsidiaries and Affiliates JPY bln

|  | 1st Half |  | Full-Year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { FY10 } \\ & \text { Result } \end{aligned}$ | FY11 | $\begin{aligned} & \text { FY10 } \\ & \text { Result } \end{aligned}$ | FY11 |  |
|  |  | Result |  | Initial Projection | Updated Projection |
| Revenues | 155.6 | 139.0 | 334.3 | 322.8 | 306.2 |
| Gross Profit | 10.9 | 10.8 | 19.5 | 22.7 | 23.0 |
|  | 7.0\% | 7.8\% | 5.9\% | 7.1\% | 7.5\% |
| SG\&A | (8.2) | (8.2) | (16.5) | (16.2) | (16.2) |
| Operating Income | 2.7 | 2.5 | 2.9 | 6.5 | 6.8 |
| Non-Operating Income | 0.3 | 0.0 | 0.4 | 0.0 | (0.2) |
| (Equity in Earnings of Unconsolidated Subsidiaries and Affiliates) | 0.4 | (0.0) | 0.4 | 0.3 | (0.2) |
| Recurring Profit | 3.0 | 2.5 | 3.4 | 6.6 | 6.6 |

Income Statements of Overseas Subsidiaries and Affiliates JPY bln

|  | 1st Half |  | Full-Year |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{aligned} & \text { FY10 } \\ & \text { Result } \end{aligned}$ | FY11 | $\begin{aligned} & \text { FY10 } \\ & \text { Result } \end{aligned}$ | FY11 |  |
|  |  | Result |  | Initial Projection | Updated Projection |
| Revenues | 79.3 | 81.0 | 155.8 | 194.2 | 169.2 |
| Gross Profit | 6.9 | 7.0 | 14.6 | 13.6 | 13.4 |
|  | 8.8\% | 8.7\% | 9.4\% | 7.0\% | 8.0\% |
| SG\&A | (5.9) | (5.7) | (11.6) | (11.6) | (12.3) |
| Operating Income | 1.0 | 1.2 | 2.9 | 1.9 | 1.1 |
| Non-Operating Income | 3.9 | (0.4) | 5.1 | 4.6 | 4.3 |
| (Equity in Earnings of Unconsolidated Subsidiaries and Affiliates) | 0.6 | 0.6 | 1.3 | 1.5 | 1.1 |
| Recurring Profit | 4.9 | 0.8 | 8.1 | 6.6 | 5.4 |

## 3. SUBSIDIARIES AND AFFILIATES UPDATES

3-1 Japan


## 3. SUBSIDIARIES AND AFFILIATES UPDATES

3-1 Japan - continued

|  |  | 1st Half |  | Full-Year |  |  | As at Sep 30, 2011 |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{aligned} & \text { FY10 } \\ & \text { Result } \end{aligned}$ | FY11 | $\begin{aligned} & \text { FY10 } \\ & \text { Result } \end{aligned}$ | FY11 |  |  |
|  |  |  | Result |  | Initial Projection | Updated Projection |  |
| Ilya CorporationInterior Work(Kajima's ownership: 100\%) | Const. Contract Awards | 4,460 | 3,302 | 8,142 | 7,700 | 7,500 | Total Assets JPY 3.1 bln |
|  | Revenues | 5,757 | 2,860 | 8,411 | 7,700 | 7,300 |  |
|  | Operating Income | 157 | (20) | 40 | 55 | 12 | Capital JPY 50 mil |
|  | Recurring Profit | 160 | (20) | 44 | 50 | 10 |  |
|  | Net Income <br> Const. Contract Awards | 85 | (17) | 16 | 17 | 13 | Staff Numbers 159 |
| Kajima Mechatro Engineering Co., Ltd. |  | 4,931 | 3,793 | 10,482 | 11,300 | 10,000 | Total Assets |
|  | Revenues | 4,073 | 3,814 | 10,291 | 10,700 | 10,000 |  |
| Manufacturing of Construction Machinery | Operating Income | (41) | (93) | (265) | 85 | (2) | Capital JPY 400 mil |
|  | Recurring Profit | (42) | (86) | (262) | 80 | 0 |  |
| (Kajima's ownership: 100\%) | Net Income | (27) | (51) | (169) | 28 | (19) | Staff Numbers 159 |
| Clima-Teq Co., Ltd. | Const. Contract Awards | 9,053 | 6,832 | 21,598 | 21,000 | 14,215 | Total Assets JPY 8.7 bln |
|  | Revenues | 10,450 | 8,840 | 21,477 | 22,000 | 20,798 |  |
| MEP Work | Operating Income | 313 | 228 | 82 | 219 | 352 | Capital JPY 300 mil |
|  | Recurring Profit | 321 | 266 | 97 | 227 | 390 |  |
| (Kajima's ownership: 100\%) | Net Income | 161 | 140 | (26) | 120 | 191 | Staff Numbers $\quad 369$ |
| 4 Other Consolidated Subsidiaries | Const. Contract Awards | - | - | - | - | - | Total Assets JPY 56.6 bln |
|  | Revenues | 6,301 | 5,907 | 26,260 | 12,337 | 11,614 |  |
|  | Operating Income | 1,429 | 1,390 | $(1,891)$ | 2,203 | 2,116 | Capital JPY 3,150 mil |
|  | Recurring Profit | 1,275 | 1,301 | $(2,184)$ | 1,828 | 1,857 |  |
| (Kajima's ownership: 100\%) | Net Income | 495 | 774 | $(3,494)$ | 1,021 | 1,083 | Staff Numbers 271 |
| Total (Japan) <br> (The total include financial performance of unconsolidated domestic subsidiaries and affiliates accounted for using equity method.) | Const. Contract Awards | 80,432 | 82,146 | 162,357 | 185,500 | 172,215 |  |
|  | Revenues | 155,660 | 139,000 | 334,341 | 322,837 | 306,212 |  |
|  | Operating Income | 2,711 | 2,521 | 2,990 | 6,582 | 6,809 |  |
|  | Recurring Profit | 3,056 | 2,537 | 3,470 | 6,675 | 6,604 |  |
|  | Net Income before Minority Interests | 1,206 | 1,498 | (629) | 3,371 | 3,280 |  |
|  | Net Income | 1,211 | 1,497 | (624) | 3,368 | 3,278 |  |

## 3. SUBSIDIARIES AND AFFILIATES UPDATES

|  | Overseas subsidiaries and affiliates: Kajima Corporation: |  | Building Construction Proje Civil Engineering Projects |  |  |  |  | JPY mil |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | 1st Half |  | Full-Year |  |  | As at Sep 30, 2011 |  |
|  |  | $\begin{aligned} & \text { FY10 } \\ & \text { Result } \end{aligned}$ | $\begin{aligned} & \text { FY11 } \\ & \hline \text { Result } \end{aligned}$ | $\begin{aligned} & \text { FY10 } \\ & \text { Result } \end{aligned}$ | FY11 |  |  |  |
|  |  |  |  |  | Initial Projection | Updated Projection |  |  |
| Kajima U.S.A. Inc. ("KUSA") | Const. Contract Awards | $\begin{aligned} & 44,141 \\ & 39,501 \end{aligned}$ | 18,409 |  | 68,910 | 51,340 | Total Assets | JPY 102.7 bln |
|  |  |  | 38,751 | $76,679$ | 96,050 | 73,190 |  |  |
| Construction / Real Eatate Development in North America / Hawaii | Operating Income <br> Recurring Profit <br> Net Income | (727) | $\begin{array}{r} (1,005) \\ (1,006) \\ (657) \\ \hline \end{array}$ | (926) | $(1,640)$ | $(2,500)$ | Capital | US\$ 5 mil |
|  |  | 1,911 |  | 2,736 | 1,600150 | 1,540 |  |  |
| (Kajima's ownership: 100\%) |  | 416 |  | 542 |  | 0 | Staff Numbers 856 |  |
| Kajima Overseas Asia Pte. Ltd. ("KOA") | Const. Contract Awards Revenues | 21,484 | 50,197 | 63,861 | 62,770 | 63,850 | Total Assets | JPY 81.3 bln |
|  |  | 36,084 | 36,110 | 69,721 | 79,370 | 75,350 | Capital |  |
| Construction / Real Estate Development in Asia | Operating Income | 1,932 | 2,582 | 4,400 | 4,050 | 4,000 |  | S\$ 230 mil |
|  | Recurring Profit | 2,836 | 2,083 | 5,152 | 4,640 | 3,700 |  |  |
| (Kajima's ownership: 100\%) | Net Income | 2,264 | 1,102 | 3,827 | 3,150 | 2,230 | Staff Numbers | 2,129 |
| Kajima Europe Ltd. ("KEL") | Const. Contract Awards | 718 | 3,814 | 3,272 | 7,960 | 8,960 | Total Assets JPY 21.5 bln |  |
| Kajima Europe B.V. ("KEBV") | Revenues | 1,469 | 2,598 | 3,555 | 9,460 | 9,400 | Total Assets Cap.(KEL) | £ 81 mil |
| Kajima Europe UK Holding Ltd. ("KEUKH") | Operating Income | (565) | (543) | (973) | (760) | (740) | Cap.(KEBV) | $\begin{aligned} & \text { € } 286 \mathrm{mil} \\ & \text { \& } 213 \mathrm{mil} \end{aligned}$ |
| Construction / Real Estate Development in Europe | Recurring Profit | (183) | (266) | (165) | $(150)$10 | $\begin{array}{r} (150) \\ (80) \\ \hline \end{array}$ | Cap.(KEUKH) |  |
| (Kajima's ownership: 100\%) | Net Income | (175) | (85) | 114 |  |  | Staff Numbers | 211 |
| Chung-Lu Construction Co., Ltd. <br> Construction / Real Estate Development in Taiwan <br> (Kajima's ownership: 100\%) | Const. Contract Awards <br> Revenues <br> Operating Income <br> Recurring Profit <br> Net Income | $\begin{array}{r} \hline 2,259 \\ 2,272 \\ 369 \\ 401 \\ 294 \\ \hline \end{array}$ | $\begin{array}{r} \hline 2,810 \\ 3,582 \\ 237 \\ 264 \\ 183 \end{array}$ | $\begin{array}{r} \hline 7,646 \\ 5,901 \\ 482 \\ 481 \\ 364 \end{array}$ | $\begin{array}{r} 19,210 \\ 9,350 \\ 300 \\ 300 \\ 210 \\ \hline \end{array}$ | 24,580 <br> 11,280 <br> 350 <br> 370 <br> 290 | Total Assets JPY 7.7 bln <br> Capital NT $\$ 500 \mathrm{mil}$ |  |
|  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  | Staff Numbers | 153 |
| Total (Overseas) <br> (The total include financial performance of unconsolidated overseas subsidiaries and affiliates accounted for using equity method.) | Const. Contract Awards <br> Revenues <br> Operating Income <br> Recurring Profit <br> Net Income | $\begin{array}{r} \hline 68,604 \\ 79,328 \\ 1,009 \\ 4,955 \\ 2,788 \end{array}$ | $\begin{array}{r} \hline 75,232 \\ 81,043 \\ 1,271 \\ 829 \\ 297 \end{array}$ | $\begin{array}{r} \hline 139,758 \\ 155,858 \\ 2,983 \\ 8,144 \\ 4,787 \end{array}$ | $\begin{array}{r} \hline 158,870 \\ 194,250 \\ 1,930 \\ 6,600 \\ 3,750 \end{array}$ | $\begin{aligned} & 148,750 \\ & 169,230 \end{aligned}$ |  |  |
|  |  |  |  |  |  |  |  |  |  |
|  |  |  |  |  |  | 1,100 |  |  |  |
|  |  |  |  |  |  | 5,4202,400 |  |  |  |
|  |  |  |  |  |  |  |  |  |  |

[^1]
[^0]:    

[^1]:    Exchange rates: US\$= JPY88.48 JPY80.73 JPY81.49 JPY81.49 JPY76.65

