

Information Package for The Financial Results

April 1, 2018 - March 31, 2019

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May 15, 2019

Disclaimer:

While every attempt has been made to ensure the accuracy of information, forecasts contained in this package are based on the judgments made with information available as at May 15, 2019, and are subject to risks and uncertainties that may cause the actual results to vary.



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1. FINANCIAL HIGHLIGHTS



Result	Full-Year						Forecast	Full-Year						JPY bil
	Consolidated (A)		Nonconsolidated (B)		(A) - (B)			Consolidated (A)		Nonconsolidated (B)		(A) - (B)		
	FY2017 Result	FY2018 Result	FY2017 Result	FY2018 Result	FY2017 Result	FY2018 Result		FY2018 Result	FY2019 Forecast	FY2018 Result	FY2019 Forecast	FY2018 Result	FY2019 Forecast	
Revenues	1,830.6	1,974.2	1,165.1	1,280.3	665.4	693.9	1,974.2	2,040.0	1,280.3	1,280.0	693.9	760.0		
Construction	1,645.4	1,776.3	1,119.2	1,229.1	526.1	547.1	1,776.3	1,808.0	1,229.1	1,220.0	547.1	588.0		
Real Estate and Other	185.1	197.9	45.9	51.2	139.2	146.7	197.9	232.0	51.2	60.0	146.7	172.0		
Gross Profit	258.9	251.1	192.4	181.2	66.4	69.8	251.1	231.5	181.2	159.0	69.8	72.5		
	14.1%	12.7%	16.5%	14.2%	10.0%	10.1%	12.7%	11.3%	14.2%	12.4%	10.1%	9.5%		
Construction	223.8	216.4	183.4	173.5	40.4	42.8	216.4	193.0	173.5	151.0	42.8	42.0		
	13.6%	12.2%	16.4%	14.1%	7.7%	7.8%	12.2%	10.7%	14.1%	12.4%	7.8%	7.1%		
Real Estate and Other	35.1	34.7	9.0	7.6	26.0	27.0	34.7	38.5	7.6	8.0	27.0	30.5		
	19.0%	17.6%	19.6%	15.0%	18.7%	18.4%	17.6%	16.6%	15.0%	13.3%	18.4%	17.7%		
SG&A	(100.5)	(108.5)	(57.2)	(60.9)	(43.3)	(47.5)	(108.5)	(113.0)	(60.9)	(63.0)	(47.5)	(50.0)		
Operating Income	158.3	142.6	135.1	120.2	23.1	22.3	142.6	118.5	120.2	96.0	22.3	22.5		
Nonoperating Income	21.3	20.2	11.0	12.2	10.2	8.0	20.2	8.5	12.2	5.0	8.0	3.5		
Ordinary Income	179.7	162.9	146.2	132.5	33.4	30.3	162.9	127.0	132.5	101.0	30.3	26.0		
Extraordinary Income	(2.0)	(5.4)	(4.7)	2.7	2.7	(8.2)	(5.4)	0.5	2.7	0.0	(8.2)	0.5		
Income Taxes	(51.0)	(47.2)	(41.1)	(38.2)	(9.9)	(9.0)	(47.2)	(37.3)	(38.2)	(29.0)	(9.0)	(8.3)		
Net Income	126.5	110.1	100.3	97.0	26.2	13.0	110.1	90.2	97.0	72.0	13.0	18.2		
Net Income Attributable to Owners of the Parent	126.7	109.8	100.3	97.0	26.4	12.7	109.8	90.0	97.0	72.0	12.7	18.0		
Basic Net Income per Share	¥244.29	¥211.67	¥192.96	¥186.74	-	-	¥211.67	¥173.44	¥186.74	¥138.50	-	-		
Construction Contract Awards	1,685.9	2,010.1	1,148.5	1,377.9	537.3	632.2	2,010.1	1,760.0	1,377.9	1,200.0	632.2	560.0		
Total Assets	2,051.2	2,091.1	1,535.1	1,546.9	516.0	544.1								
Total Equity	669.7	756.9	465.5	545.4	204.2	211.5								
Owners' Equity Ratio	32.5%	36.0%	30.3%	35.3%	-	-								
Interest-bearing Debt	344.8	298.7	262.8	203.1	82.0	95.6	298.7	330.0	203.1	200.0	95.6	130.0		

(Note)1. The Company consolidated its shares at a rate of one share for every two shares, effective October 1, 2018.

Accordingly, the figures for FY2017 and FY2018 are calculated as if the consolidation of shares had been conducted at the beginning of FY2017.

2. From the beginning of FY2018, Kajima corporation has applied "Partial Amendments to Accounting Standard for Tax Effect Accounting" (ASBJ Statement No.28 issued on February 16, 2018).

Accordingly, the figures for FY2017 were reclassified to reflect this change.

3. The Company resolved matters related to acquisition of its own shares (upper limit of 8 million shares or 10 billion yen), at the Board of Directors' Meeting held on May 15, 2019.

However, the figures of FY2019 do not reflect the outcome of the acquisition.

2. RESULTS (FY2018) AND FORECASTS (FY2019)

2-1 Contract Awards

Nonconsolidated Basis

JPY bil

	Full-Year				Full-Year	
	FY2017 Result	FY2018			FY2019	
		Forecast	Result	YoY Change	Forecast	YoY Change
Civil Engineering						
Japan	301.4	295.0	304.0	0.9%	295.0	(3.0%)
Overseas	1.7	5.0	(0.1)	-	5.0	-
Total	303.2	300.0	303.8	0.2%	300.0	(1.3%)
Building Construction						
Japan	845.3	900.0	1,074.0	27.1%	900.0	(16.2%)
Overseas ¹	-	-	-	-	-	-
Total	845.3	900.0	1,074.0	27.1%	900.0	(16.2%)
Construction Total						
Japan	1,146.8	1,195.0	1,378.0	20.2%	1,195.0	(13.3%)
Overseas	1.7	5.0	(0.1)	-	5.0	-
Total	1,148.5	1,200.0	1,377.9	20.0%	1,200.0	(12.9%)
Real Estate and Other	51.5	50.0	66.5	29.2%	50.0	(24.8%)
Grand Total	1,200.0	1,250.0	1,444.4	20.4%	1,250.0	(1.3%)

¹ 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.

Consolidated Basis (Construction)

Construction Total						
Japan	1,286.2	1,300.0	1,508.4	17.3%	1,300.0	(13.8%)
Overseas	399.7	480.0	501.7	25.5%	460.0	(8.3%)
Total	1,685.9	1,780.0	2,010.1	19.2%	1,760.0	(12.4%)

2. RESULTS (FY2018) AND FORECASTS (FY2019)

2-2 Construction Contract Awards - Segmental Analysis (Nonconsolidated)

Construction Awards

JPY bil

	Full-Year		
	FY2017	FY2018	
	Result	Result	Change
Civil Engineering	303.2	303.8	0.2%
Public Sector	171.1	152.2	(11.1%)
Private Sector	130.2	151.8	16.6%
Overseas	1.7	(0.1)	-
Building Construction	845.3	1,074.0	27.1%
Public Sector	83.5	53.6	(35.8%)
Private Sector	761.7	1,020.3	33.9%
Construction Total	1,148.5	1,377.9	20.0%

Total Amount (Domestic)

	Full-Year		
	FY2017	FY2018	
	Result	Result	Change
Public Sector	254.7	205.8	(19.2%)
Central Gov't	185.7	170.5	(8.2%)
Local Gov't	69.0	35.3	(48.7%)
Private Sector	892.0	1,172.1	31.4%
Manufacturing	199.5	227.5	14.0%
Non-Manufacturing	692.4	944.6	36.4%
Total - Domestic	1,146.8	1,378.0	20.2%

Construction Awards by Customer (Private Sector)

JPY bil

	Full-Year		
	FY2017	FY2018	
	Result	Result	Change
Manufacturing	199.5	227.5	14.0%
Food Processing	13.4	11.8	(11.7%)
Petrochemical	51.6	80.0	54.8%
Steel	20.0	15.0	(24.6%)
Electronics	20.2	45.4	124.3%
Vehicle	10.9	12.5	13.8%
Machinery	12.5	25.9	107.3%
Others	70.6	36.5	(48.2%)
Non-Manufacturing	692.4	944.6	36.4%
Commercial	40.4	50.3	24.5%
Finance	21.1	26.1	23.7%
Real Estate	145.3	261.6	80.0%
Transportation / Distribution	89.3	78.1	(12.5%)
Power / Gas	125.1	142.3	13.8%
Information Technology	74.4	20.0	(73.1%)
Service	183.0	353.8	93.3%
(Medical / Welfare)	9.0	19.6	116.5%
(Education)	26.6	71.2	167.4%
Others	13.4	12.0	(10.7%)
Total - Private Sector	892.0	1,172.1	31.4%

Construction Awards by Project Type

JPY bil

	Full-Year		
	FY2017	FY2018	
	Result	Result	Change
Civil Engineering	303.2	303.8	0.2%
Flood Control	26.4	47.1	78.2%
Railway	33.9	43.5	28.6%
Potable / Waste Water	18.4	7.0	(61.8%)
Land Improvement	26.7	15.8	(40.7%)
Port / Airport	4.2	3.8	(9.8%)
Road	39.4	57.6	46.1%
Others	153.8	128.6	(16.4%)
Building Construction	845.3	1,074.0	27.1%
Office (Public / Private)	241.0	409.5	69.9%
Lodging	72.2	58.2	(19.3%)
Retail	39.0	15.8	(59.4%)
Power Plant / Factory	232.2	253.7	9.2%
(Manufacturing Plant)	170.1	175.2	3.0%
Warehouse / Distribution Center	21.8	33.5	53.6%
Residential	43.3	95.5	120.3%
Education / Research / Culture	76.7	113.1	47.5%
Medical / Welfare	47.0	35.1	(25.3%)
Others	71.7	59.1	(17.5%)
Construction Total	1,148.5	1,377.9	20.0%

2. RESULTS (FY2018) AND FORECASTS (FY2019)

2-2 Construction Contract Awards - Segmental Analysis (Nonconsolidated) - continued

Contract Size JPY bil

	Full-Year				
	FY2017		FY2018		Change
	Result	Proportion	Result	Proportion	
5 bil or above	607.9	52.9%	745.6	54.1%	22.7%
Below 5 bil	540.6	47.1%	632.2	45.9%	16.9%
Total	1,148.5	100.0%	1,377.9	100.0%	20.0%

Contract Backlogs JPY bil

	As of	Mar 31, 2019	
		Mar 31, 2018 Result	Result Change
Civil Engineering		524.8	527.5 2.7
Building Construction		1,188.8	1,334.8 145.9
Total		1,713.6	1,862.3 148.7

Refurbishment Projects JPY bil

	Full-Year				
	FY2017		FY2018		Change
	Result	Proportion	Result	Proportion	
Civil Engineering	24.2	8.0%	33.5	11.0%	38.2%
Building Construction	143.0	16.9%	175.7	16.4%	22.8%
Total	167.3	14.6%	209.2	15.2%	25.1%

Contract Type

	Civil Engineering	Building Construction	(Private)	Total - Construction
FY2018				
Designated / Negotiated Contracts	31.1%	44.1%	46.1%	41.2%
Design-Build Contracts	27.8%	51.9%	53.2%	46.6%
FY2017				
Designated / Negotiated Contracts	28.6%	47.1%	50.4%	42.2%
Design-Build Contracts	33.1%	58.2%	61.9%	51.5%

2. RESULTS (FY2018) AND FORECASTS (FY2019)

2-2 Construction Contract Awards - Segmental Analysis

Geographical Region of Japan (Nonconsolidated)

JPY bil

	Full-Year				
	FY2017		FY2018		
	Result	Proportion	Result	Proportion	Change
Urban	779.2	67.9%	984.8	71.5%	26.4%
Kanto	590.4	51.5%	764.9	55.5%	29.6%
(Metropolitan Tokyo)	547.6	47.8%	716.0	52.0%	30.7%
Tokai	94.3	8.2%	91.0	6.6%	(3.5%)
Kinki	94.3	8.2%	128.7	9.4%	36.5%
Suburban	367.6	32.1%	393.2	28.5%	7.0%
Hokkaido	14.1	1.2%	37.8	2.7%	168.1%
Tohoku	185.9	16.2%	183.2	13.3%	(1.4%)
Hokuriku	39.1	3.5%	36.6	2.6%	(6.3%)
Chugoku	42.3	3.7%	42.5	3.1%	0.4%
Shikoku	26.2	2.3%	20.2	1.5%	(22.9%)
Kyusyu	59.7	5.2%	72.6	5.3%	21.6%
Total - Japan	1,146.8	100.0%	1,378.0	100.0%	20.2%

Kanto Tokyo, Kanagawa, Saitama, Chiba, Ibaraki, Tochigi, Gunma, Yamanashi, Nagano

(Metropolitan Tokyo) Tokyo, Kanagawa, Saitama, Chiba

Tokai Gifu, Shizuoka, Aichi, Mie

Kinki Shiga, Kyoto, Osaka, Hyogo, Nara, Wakayama

Geographical Region of Overseas (Consolidated)

JPY bil

	Full-Year				
	FY2017		FY2018		
	Result	Proportion	Result	Proportion	Change
North America	130.4	7.7%	223.7	11.1%	71.5%
Europe	26.1	1.6%	38.5	1.9%	47.3%
Asia	126.5	7.5%	117.9	5.9%	(6.8%)
Oceania	115.2	6.8%	122.0	6.1%	5.9%
Other Regions	1.2	0.1%	1.3	0.1%	4.1%
Total - Overseas	399.7	23.7%	503.6	25.1%	26.0%

[Countries awarded 5 bil or above]

North America	USA	USA
Europe	Poland	Poland
	Czech	Czech
Asia	Singapore	Singapore
	Malaysia	Malaysia
	Vietnam	Vietnam
	Taiwan	Taiwan
	Indonesia	Thailand
	Thailand	China
Oceania	Philippines	
	Australia	Australia
	New Zealand	New Zealand

2. RESULTS (FY2018) AND FORECASTS (FY2019)

2-3 Income Statements (Consolidated)



Consolidated Basis

JPY bil

	Full-Year			
	FY2017 Result	FY2018		YoY Change
		Forecast	Result	
Revenues	1,830.6	1,960.0	1,974.2	143.6
Construction	1,645.4	1,754.0	1,776.3	130.8
Real Estate and Other	185.1	206.0	197.9	12.7
(Real Estate)	60.1	77.0	68.2	8.1
(Other)	125.0	129.0	129.6	4.6
Gross Profit	258.9	228.0	251.1	(7.7)
	14.1%	11.6%	12.7%	(1.4%)
Construction	223.8	192.0	216.4	(7.3)
	13.6%	10.9%	12.2%	(1.4%)
Real Estate and Other	35.1	36.0	34.7	(0.3)
	19.0%	17.5%	17.6%	(1.4%)
SG&A	(100.5)	(108.0)	(108.5)	(7.9)
Operating Income	158.3	120.0	142.6	(15.7)
Nonoperating Income	21.3	14.0	20.2	(1.0)
<i>Financing</i>	4.9	5.4	6.5	1.5
<i>Equity in Earnings of Unconsolidated Subsidiaries and Affiliates</i>	3.4	2.4	3.1	(0.2)
<i>Equity in Earnings of Partnership</i>	5.2	3.3	6.9	1.6
Ordinary Income	179.7	134.0	162.9	(16.8)
Extraordinary Income	(2.0)	3.0	(5.4)	(3.3)
Income before Income Taxes	177.6	137.0	157.4	(20.1)
Income Taxes	(51.0)	(39.9)	(47.2)	3.7
Net Income	126.5	97.0	110.1	(16.3)
Net Income Attributable to Noncontrolling Interests	0.2	(0.0)	(0.3)	(0.5)
Net Income Attributable to Owners of the Parent	126.7	97.0	109.8	(16.9)

Full-Year	
FY2019	
Forecast	YoY Change
2,040.0	65.7
1,808.0	31.6
232.0	34.0
97.0	28.7
135.0	5.3
231.5	(19.6)
11.3%	(1.4%)
193.0	(23.4)
10.7%	(1.5%)
38.5	3.7
16.6%	(1.0%)
(113.0)	(4.4)
118.5	(24.1)
8.5	(11.7)
4.8	(1.6)
2.6	(0.5)
2.8	(4.0)
127.0	(35.9)
0.5	5.9
127.5	(29.9)
(37.3)	9.9
90.2	(19.9)
(0.2)	0.1
90.0	(19.8)

2. RESULTS (FY2018) AND FORECASTS (FY2019)

2-3 Income Statements (Nonconsolidated)



Nonconsolidated Basis

JPY bil

	Full-Year							
	FY2017 Result	FY2018					YoY Change	
		Forecast		Result				
Revenues	1,165.1	1,250.0		1,280.3		115.1		
Construction	1,119.2	1,200.0		1,229.1		109.8		
(Civil Engineering)	366.5	300.0		301.0		(65.5)		
(Building Construction)	752.6	900.0		928.0		175.4		
(Japan)	1,095.6	1,199.0		1,228.4		132.7		
(Overseas)	23.5	1.0		0.7		(22.8)		
Real Estate and Other	45.9	50.0		51.2		5.2		
Gross Profit	192.4	16.5%	159.0	12.7%	181.2	14.2%	(11.1) (2.3%)	
Construction	183.4	16.4%	152.0	12.7%	173.5	14.1%	(9.8) (2.3%)	
(Civil Engineering)	77.8	21.2%	47.0	15.7%	57.1	19.0%	(20.7) (2.2%)	
(Building Construction)	105.5	14.0%	105.0	11.7%	116.4	12.5%	10.9 (1.5%)	
Real Estate and Other	9.0	19.6%	7.0	14.0%	7.6	15.0%	(1.3) (4.6%)	
SG&A	(57.2)		(59.0)		(60.9)		(3.7)	
(Payroll Cost)	(29.2)		(27.6)		(28.1)		1.1	
(Other)	(27.9)		(31.3)		(32.8)		(4.8)	
Operating Income	135.1		100.0		120.2		(14.8)	
Nonoperating Income	11.0		12.0		12.2		1.1	
Financing	7.7		8.5		8.7		0.9	
Ordinary Income	146.2		112.0		132.5		(13.7)	
Extraordinary Income	(4.7)		2.5		2.7		7.5	
Income before Income Taxes	141.4		114.5		135.2		(6.2)	
Income Taxes	(41.1)		(32.5)		(38.2)		2.9	
Net Income	100.3		82.0		97.0		(3.2)	

Full-Year			
FY2019			
Forecast		YoY Change	
1,280.0		(0.3)	
1,220.0		(9.1)	
290.0		(11.0)	
930.0		1.9	
1,219.0		(9.4)	
1.0		0.2	
60.0		8.7	
159.0	12.4%	(22.2)	(1.8%)
151.0	12.4%	(22.5)	(1.7%)
44.0	15.2%	(13.1)	(3.8%)
107.0	11.5%	(9.4)	(1.0%)
8.0	13.3%	0.3	(1.7%)
(63.0)		(2.0)	
(27.9)		0.1	
(35.0)		(2.1)	
96.0		(24.2)	
5.0		(7.2)	
6.5		(2.2)	
101.0		(31.5)	
0.0		(2.7)	
101.0		(34.2)	
(29.0)		9.2	
72.0		(25.0)	

3. SUBSIDIARIES AND AFFILIATES UPDATES

Subsidiaries and Affiliates Updates

JPY bil

Japan

	Full-Year					
	FY2017 Result	FY2018		FY2019		
		Forecast	Result	YoY Change	Forecast	YoY Change
Revenues	366.7	384.7	393.7	27.0	383.5	(10.2)
Construction	189.1	199.1	201.0	11.8	196.5	(4.4)
Real Estate and Other	177.5	185.6	192.7	15.2	186.9	(5.8)
Gross Profit	34.4	33.8	35.1	0.7	34.5	(0.6)
	9.4%	8.8%	8.9%	(0.5%)	9.0%	0.1%
Construction	16.3	16.3	17.6	1.3	17.3	(0.3)
	8.6%	8.2%	8.8%	0.2%	8.8%	0.0%
Real Estate and Other	18.0	17.4	17.4	(0.5)	17.1	(0.2)
	10.2%	9.4%	9.1%	(1.1%)	9.2%	0.1%
SG&A	(18.1)	(19.0)	(18.8)	(0.6)	(19.5)	(0.7)
Operating Income	16.2	14.7	16.3	0.1	14.9	(1.3)
Nonoperating Income	3.2	1.7	2.6	(0.6)	2.0	(0.6)
Financing	0.0	0.0	0.0	0.0	0.0	(0.0)
Equity in Earnings of Unconsolidated Subsidiaries and Affiliates	1.9	1.4	2.2	0.3	1.6	(0.6)
Equity in Earnings of Partnership	-	-	-	-	-	-
Ordinary Income	19.4	16.5	19.0	(0.4)	17.0	(2.0)
Extraordinary Income	(0.4)	1.6	(6.8)	(6.3)	(0.0)	6.7
Income before Income Taxes	19.0	18.1	12.1	(6.8)	16.9	4.7
Income Taxes	(4.7)	(5.3)	(6.0)	(1.3)	(5.0)	0.9
Net Income	14.3	12.7	6.1	(8.1)	11.8	5.6
Net Income Attributable to Noncontrolling Interests	(0.0)	(0.0)	(0.0)	0.0	(0.0)	0.0
Net Income Attributable to Owners of the Parent	14.3	12.7	6.1	(8.1)	11.8	5.6
Construction Contract Awards	210.3	185.0	203.2	(7.1)	186.5	(16.7)

Overseas

	Full-Year					
	FY2017 Result	FY2018		FY2019		
		Forecast	Result	YoY Change	Forecast	YoY Change
	437.1	483.2	456.0	18.8	532.5	76.5
	401.8	435.7	416.0	14.1	469.5	53.5
	35.3	47.5	40.0	4.7	63.0	23.0
	27.1	36.0	35.4	8.2	38.4	3.0
	6.2%	7.5%	7.8%	1.6%	7.2%	(0.6%)
	16.1	21.5	22.1	5.9	22.5	0.4
	4.0%	4.9%	5.3%	1.3%	4.8%	(0.5%)
	11.0	14.5	13.3	2.3	15.8	2.5
	31.2%	30.5%	33.3%	2.1%	25.2%	(8.1%)
	(24.6)	(29.0)	(28.0)	(3.3)	(29.5)	(1.5)
	2.4	6.9	7.4	4.9	8.8	1.4
	8.2	6.1	9.8	1.6	5.2	(4.6)
	1.5	1.2	2.0	0.5	0.9	(1.1)
	1.6	1.5	0.7	(0.8)	1.4	0.7
	5.2	3.3	6.9	1.6	2.8	(4.0)
	10.7	13.1	17.3	6.5	14.0	(3.2)
	0.1	(0.5)	(0.4)	(0.5)	0.6	1.1
	10.8	12.5	16.8	5.9	14.7	(2.0)
	(3.2)	(3.1)	(4.4)	(1.1)	(3.9)	0.4
	7.6	9.4	12.4	4.7	10.8	(1.5)
	0.2	(0.0)	(0.3)	(0.5)	(0.2)	0.0
	7.8	9.3	12.0	4.2	10.5	(1.5)
	397.7	483.1	500.8	103.0	456.8	(43.9)

3. SUBSIDIARIES AND AFFILIATES UPDATES

3-1 Japan



JPY bil

		Full-Year						As of Mar 31, 2019	
		FY2017 Result	FY2018		FY2019				
			Forecast	Result	YoY Change	Forecast	YoY Change		
Taiko Trading Co., Ltd. <u>Sale of Building Materials and Equipment / Interior Work</u> (Kajima's ownership: 98.1%)	Const. Contract Awards	23.5	22.0	21.7	(1.7)	20.0	(1.7)	Total Assets	66.4
	Revenues	105.2	110.0	117.5	12.3	110.0	(7.5)	Capital	750mil
	Operating Income	1.1	0.8	1.5	0.3	1.0	(0.5)	Staff Numbers	295
	Ordinary Income	1.2	0.8	1.5	0.3	1.0	(0.5)		
	Net Income Attributable to Owners of the Parent	1.1	0.5	1.0	(0.0)	0.6	(0.4)		
Kajima Road Co., Ltd. <u>Road Pavement Work / Sale of Asphalt</u> (Kajima's ownership: 100%)	Const. Contract Awards	119.1	97.0	113.7	(5.3)	100.0	(13.7)	Total Assets	100.4
	Revenues	125.8	130.0	134.2	8.3	125.0	(9.2)	Capital	4,000mil
	Operating Income	6.7	6.4	6.5	(0.1)	6.4	(0.1)	Staff Numbers	1,349
	Ordinary Income	6.8	6.5	6.7	(0.1)	6.5	(0.2)		
	Net Income Attributable to Owners of the Parent	4.9	4.3	(3.7)	(8.7)	4.3	8.1		
Kajima Tatemono Sogo Kanri Co., Ltd. <u>Facility Management</u> (Kajima's ownership: 100%)	Const. Contract Awards	-	-	-	-	-	-	Total Assets	28.8
	Revenues	54.6	57.0	57.5	2.9	59.5	1.9	Capital	100mil
	Operating Income	3.3	3.5	3.5	0.1	3.5	(0.0)	Staff Numbers	1,785
	Ordinary Income	3.3	3.5	3.5	0.1	3.5	(0.0)		
	Net Income Attributable to Owners of the Parent	2.4	2.4	2.2	(0.1)	2.4	0.1		
Chemical Grouting Co., Ltd. <u>Construction Foundation Work</u> (Kajima's ownership: 100%)	Const. Contract Awards	25.5	26.0	25.1	(0.3)	26.0	0.8	Total Assets	28.1
	Revenues	24.3	27.0	26.2	1.9	26.5	0.2	Capital	300mil
	Operating Income	0.8	1.1	0.9	0.0	1.0	0.0	Staff Numbers	292
	Ordinary Income	2.0	1.4	1.2	(0.8)	1.3	0.0		
	Net Income Attributable to Owners of the Parent	1.4	0.9	0.9	(0.5)	0.9	(0.0)		
Kajima Leasing Corporation <u>Leasing / Financing</u> (Kajima's ownership: 100%)	Const. Contract Awards	-	-	-	-	-	-	Total Assets	32.0
	Revenues	8.5	9.0	9.1	0.5	9.1	0.0	Capital	400mil
	Operating Income	1.4	0.8	0.8	(0.5)	0.6	(0.2)	Staff Numbers	54
	Ordinary Income	1.4	0.8	0.8	(0.5)	0.6	(0.2)		
	Net Income Attributable to Owners of the Parent	0.7	0.5	0.5	(0.1)	0.4	(0.1)		

3. SUBSIDIARIES AND AFFILIATES UPDATES

3-1 Japan - continued

JPY bil

		Full-Year						As of Mar 31, 2019	
		FY2017 Result	FY2018		FY2019				
			Forecast	Result	YoY Change	Forecast	YoY Change		
Ilya Corporation	Const. Contract Awards	9.2	9.0	11.1	1.9	8.5	(2.6)	Total Assets	6.9
	Revenues	8.9	8.5	7.4	(1.5)	9.0	1.5		
<u>Interior Work</u>	Operating Income	0.6	0.4	0.5	(0.1)	0.5	(0.0)	Capital	50mil
	Ordinary Income	0.6	0.4	0.5	(0.1)	0.5	(0.0)		
(Kajima's ownership: 100%)	Net Income Attributable to Owners of the Parent	0.4	0.2	0.3	(0.0)	0.2	(0.0)	Staff Numbers	178
Kajima Mechatro Engineering Co., Ltd.	Const. Contract Awards	8.2	9.0	9.2	0.9	10.0	0.7	Total Assets	6.9
	Revenues	10.5	11.2	11.0	0.4	10.0	(0.9)		
<u>Manufacturing of Construction Machinery</u>	Operating Income	0.0	0.0	0.1	0.0	0.0	(0.0)	Capital	400mil
	Ordinary Income	0.0	0.0	0.1	0.0	0.0	(0.0)		
(Kajima's ownership: 100%)	Net Income Attributable to Owners of the Parent	0.0	0.0	0.0	(0.0)	0.0	0.0	Staff Numbers	196
Clima-Teq Co., Ltd.	Const. Contract Awards	24.6	22.0	22.1	(2.4)	22.0	(0.1)	Total Assets	14.2
	Revenues	18.4	22.0	20.5	2.0	24.0	3.4		
<u>MEP Work</u>	Operating Income	0.4	0.5	0.8	0.4	0.8	(0.0)	Capital	300mil
	Ordinary Income	0.4	0.5	0.8	0.4	0.8	(0.0)		
(Kajima's ownership: 100%)	Net Income Attributable to Owners of the Parent	0.3	0.3	0.5	0.2	0.5	(0.0)	Staff Numbers	374
3 Other Consolidated Subsidiaries	Const. Contract Awards	-	-	-	-	-	-	Total Assets	32.3
	Revenues	10.1	10.0	10.0	(0.0)	10.2	0.2		
	Operating Income	1.4	1.1	1.3	(0.1)	1.0	(0.3)	Capital	250mil
	Ordinary Income	1.4	1.0	1.2	(0.1)	0.9	(0.2)		
(Kajima's ownership: 100%)	Net Income Attributable to Owners of the Parent	0.8	1.8	1.8	1.0	0.6	(1.2)	Staff Numbers	293

3. SUBSIDIARIES AND AFFILIATES UPDATES

3-2 Overseas

JPY bil

		Full-Year						As of Dec 31, 2019	
		FY2017 Result	FY2018		FY2019				
			Forecast	Result	YoY Change	Forecast	YoY Change		
Kajima U.S.A. ("KUSA")	Const. Contract Awards	129.2	215.4	219.9	90.6	223.6	3.7	Total Assets	159.4
	Revenues	177.9	218.1	201.7	23.8	239.8	38.0		
<u>Construction / Real Estate Development in North America</u>	Operating Income	(0.5)	0.6	0.7	1.3	3.4	2.6	Capital	US\$5mil
	Ordinary Income	4.7	3.5	7.4	2.7	5.3	(2.0)		
(Kajima's ownership: 100%)	Net Income Attributable to Owners of the Parent	3.5	2.1	4.9	1.4	3.8	(1.0)	Staff Numbers	1,214
Exchange rates: US\$=		¥113.00	¥113.57	¥111.00		¥111.00			
Kajima Overseas Asia ("KOA")	Const. Contract Awards	113.8	82.7	75.1	(38.6)	88.6	13.5	Total Assets	179.8
	Revenues	107.0	99.2	91.2	(15.7)	105.2	13.9		
<u>Construction / Real Estate Development in Asia</u>	Operating Income	5.7	6.4	7.2	1.4	5.7	(1.4)	Capital	S\$430mil
	Ordinary Income	7.4	7.8	8.3	0.9	7.0	(1.3)		
(Kajima's ownership: 100%)	Net Income Attributable to Owners of the Parent	5.2	5.5	5.5	0.3	4.6	(0.8)	Staff Numbers	2,613
Exchange rates: FY2016 S\$=		¥84.49	¥83.01	¥81.00		¥81.00			
Kajima Europe ("KE")	Const. Contract Awards	26.1	33.4	38.5	12.3	22.1	(16.3)	Total Assets	43.3
	Revenues	21.6	35.0	35.1	13.5	30.0	(5.0)	Capital	£81mil(KEL) €286mil(KEBV)
<u>Construction / Real Estate Development in Europe</u>	Operating Income	0.0	(0.0)	0.0	0.0	(0.4)	(0.4)		
	Ordinary Income	1.2	1.0	1.2	0.0	0.9	(0.3)		
(Kajima's ownership: 100%)	Net Income Attributable to Owners of the Parent	1.0	0.8	0.9	(0.1)	1.5	0.6	Staff Numbers	317
Exchange rates: £ =		¥151.95	¥148.53	¥140.46		¥140.46			
Kajima Australia ("KA")	Const. Contract Awards	116.4	118.8	134.2	17.8	97.1	(37.1)	Total Assets	39.9
	Revenues	115.7	110.6	108.2	(7.5)	130.3	22.1		
<u>Construction / Real Estate Development in Oceania</u>	Operating Income	(2.9)	(0.3)	(1.1)	1.8	(0.1)	0.9	Capital	A\$200mil
	Ordinary Income	(2.9)	0.1	(0.5)	2.4	0.3	0.8		
(Kajima's ownership: 100%)	Net Income Attributable to Owners of the Parent	(2.1)	0.3	0.0	2.1	0.1	0.0	Staff Numbers	1,325
Exchange rates: A\$=		¥88.17	¥81.83	¥78.18		¥78.18			
Chung-Lu Construction Co., Ltd.	Const. Contract Awards	12.0	32.6	32.8	20.8	25.2	(7.6)	Total Assets	18.6
	Revenues	14.8	20.2	19.5	4.7	26.9	7.4		
<u>Construction / Real Estate Development in Taiwan</u>	Operating Income	0.3	0.2	0.5	0.2	0.3	(0.2)	Capital	NT\$800mil
	Ordinary Income	0.3	0.4	0.6	0.3	0.3	(0.2)		
(Kajima's ownership: 100%)	Net Income Attributable to Owners of the Parent	0.2	0.3	0.5	0.2	0.2	(0.2)	Staff Numbers	229
Exchange rates: NT\$=		¥3.7890	¥3.7162	¥3.6027		¥3.6027			

4. SUPPLEMENTARY INFORMATION

Performance by Management Approach Segment

JPY bil

	Full-Year					
	FY2017	FY2018			FY2019	
	Result	Forecast	Result	YoY Change	Forecast	YoY Change
Civil Engineering						
Revenues	366.5	300.0	301.0	(65.5)	290.0	(11.0)
Operating Income	57.4	26.0	35.2	(22.1)	21.9	(13.3)
Building Construction						
Revenues	752.6	900.0	928.0	175.4	930.0	1.9
Operating Income	70.9	69.2	79.6	8.6	68.3	(11.3)
Real Estate and Other						
Revenues	45.9	50.0	51.2	5.2	60.0	8.7
Operating Income	6.8	4.6	5.4	(1.4)	5.7	0.3
Domestic Subsidiaries and Affiliates						
Revenues	363.9	384.7	389.6	25.6	383.5	(6.1)
Operating Income	16.2	14.7	16.5	0.2	14.9	(1.5)
Overseas Subsidiaries and Affiliates						
Revenues	437.1	483.2	455.9	18.8	532.5	76.5
Operating Income	1.6	6.9	6.2	4.5	8.8	2.5
Reconciliations						
Revenues	(135.6)	(158.0)	(151.7)	(16.0)	(156.0)	(4.3)
Operating Income	5.1	(1.7)	(0.4)	(5.6)	(1.3)	(0.8)
Consolidated						
Revenues	1,830.6	1,960.0	1,974.2	143.6	2,040.0	65.7
Operating Income	158.3	120.0	142.6	(15.7)	118.5	(24.1)

JPY bil

	Full-Year				
	FY2017		FY2018		
	Result	Proportion	Result	Proportion	YoY Change
North America	180.7	9.9%	210.1	10.6%	29.4
Europe	22.0	1.2%	35.5	1.8%	13.5
Asia	127.0	6.9%	119.1	6.0%	(7.9)
Oceania	107.8	5.9%	92.1	4.7%	(15.6)
Other Regions	23.8	1.3%	0.1	0.0%	(23.6)
Total	461.4	25.2%	457.2	23.2%	(4.2)

	Full-Year				
	FY2018		FY2019		
	Result	Proportion	Forecast	Proportion	YoY Change
Total	457.2	23.2%	530.0	26.0%	72.7

Staff Numbers

NO.

	As of	Mar 31, 2019	
	Mar 31, 2018	Result	Change
Kajima Corp	7,686	7,783	97
Consolidated Subsidiaries	10,044	10,514	470
- Japan	4,674	4,816	142
- Overseas	5,370	5,698	328
Total	17,730	18,297	567

4. SUPPLEMENTARY INFORMATION

Inventories - Development Projects in Progress JPY bil

As of	Mar 31, 2018	Mar 31, 2019	
	Result	Result	Change
Consolidated	35.8	46.9	11.0
Kajima Corp	23.2	31.9	8.7
Subsidiaries	12.6	14.9	2.3

Inventories - Real Estate for Sale JPY bil

As of	Mar 31, 2018	Mar 31, 2019	
	Result	Result	Change
Consolidated	71.2	68.1	(3.1)
Kajima Corp	32.1	27.4	(4.7)
Subsidiaries	39.0	40.7	1.6

Real Estate for Rent and Other (Consolidated) JPY bil

As of	Mar 31, 2018	Mar 31, 2019	
	Result	Result	Change
Book Value (A)	156.9	148.3	(8.6)
Market Value (B)	322.1	314.3	(7.7)
(B) - (A)	165.1	166.0	0.9

Provision for Loss on Construction Projects in Progress JPY bil

As of	Mar 31, 2018	Mar 31, 2019	
	Result	Result	Change
Consolidated	(14.7)	(12.8)	1.9
Kajima Corp	(14.7)	(12.8)	1.9
Subsidiaries	(0.0)	(0.0)	0.0

Interest-bearing Debt JPY bil

As of	Mar 31, 2018	Mar 31, 2019			Mar 31, 2020	
	Result	Forecast	Result	Change	Forecast	Change
Consolidated	344.8	340.0	298.7	(46.1)	330.0	31.2
Kajima Corp	262.8	200.0	203.1	(59.7)	200.0	(3.1)
Subsidiaries	82.0	140.0	95.6	13.5	130.0	34.3

D/E Ratio 0.52 0.40

Cash Flows JPY bil

	Full-Year			
	FY2017	FY2018		FY2019
	Result	Result	YoY Change	Forecast
Operating	120.4	30.3	(90.0)	60.0
Investing	(47.3)	(25.3)	22.0	(80.0)
Financing	(53.0)	(75.0)	(21.9)	(10.0)
Cash and Cash Equivalents, end of Period	389.3	315.4	(73.8)	-

Other Data JPY bil

	Full-Year					
	FY2017	FY2018			FY2019	
	Result	Forecast	Result	YoY Change	Forecast	YoY Change
R&D	10.3	14.3	13.9	3.6	16.3	2.3
- <i>Kajima Corp</i>	9.5	13.6	13.2	3.6	15.6	2.3
Capital Expenditure ¹	16.1	31.0	28.4	12.2	50.0	21.5
- <i>Kajima Corp</i>	5.0	6.8	12.7	7.6	16.5	3.8
Depreciation / Amortization ¹	19.3	19.0	19.1	(0.2)	19.5	0.3
- <i>Kajima Corp</i>	7.9	7.5	7.4	(0.5)	7.3	(0.1)

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

REFERENCE

Tables & Graphs of the Selected Financial Data



Consolidated Basis	JPY bil										
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
	Full-Year Result	Full-Year Result	Full-Year Result	Full-Year Result	Full-Year Result	Full-Year Result	Full-Year Result	Full-Year Result	Full-Year Result	Full-Year Result	Full-Year Forecast
Construction Contract Awards	1,138.3	1,188.4	1,296.0	1,333.2	1,573.5	1,474.8	1,795.8	1,728.3	1,685.9	2,010.1	1,760.0
Revenues	1,637.3	1,325.6	1,457.7	1,485.0	1,521.1	1,693.6	1,742.7	1,821.8	1,830.6	1,974.2	2,040.0
Operating Income	(6.7)	17.2	29.4	18.4	23.0	12.6	111.0	155.3	158.3	142.6	118.5
Ordinary Income	9.0	17.5	41.3	24.6	27.0	21.3	113.3	163.4	179.7	162.9	127.0
Net Income Attributable to Owners of the Parent	13.2	25.8	3.8	23.4	20.7	15.1	72.3	104.8	126.7	109.8	90.0
Basic Net Income per Share	¥13.03	¥24.87	¥3.69	¥22.55	¥19.98	¥14.58	¥69.66	¥101.01	¥244.29	¥211.67	¥173.44
ROE	5.4%	10.0%	1.5%	8.1%	6.0%	3.8%	16.0%	20.6%	20.9%	15.5%	-
Operating Income Margin	(0.4%)	1.3%	2.0%	1.2%	1.5%	0.7%	6.4%	8.5%	8.7%	7.2%	5.8%
Total Assets	1,796.8	1,644.9	1,686.2	1,686.0	1,789.4	1,839.2	1,886.7	1,992.8	2,051.2	2,091.1	-
Owners' Equity	261.8	252.8	256.7	320.4	368.2	434.9	471.2	548.5	666.0	753.2	-
Total Equity	262.1	253.2	256.7	318.1	364.1	436.9	474.0	552.5	669.7	756.9	-
Owners' Equity Ratio	14.6%	15.4%	15.2%	19.0%	20.6%	23.6%	25.0%	27.5%	32.5%	36.0%	-
Owners' Equity per Share	¥251.97	¥243.35	¥247.12	¥308.49	¥354.62	¥418.86	¥453.93	¥528.46	¥1,283.38	¥1,451.66	-
Interest-bearing Debt	620.0	558.9	525.7	480.1	444.7	385.0	378.5	372.9	344.8	298.7	330.0
D/E Ratio	2.37	2.21	2.05	1.50	1.21	0.89	0.80	0.68	0.52	0.40	-
Cash Dividends per Share	¥6.0	¥6.0	¥5.0	¥5.0	¥5.0	¥5.0	¥12.0	¥20.0	¥48.0	¥50.0	¥50.0
Cash Flows - Operating Activities	(76.9)	64.0	81.7	58.4	32.9	59.2	36.3	187.5	120.4	30.3	60.0
Cash Flows - Investing Activities	(5.7)	2.9	(38.7)	36.7	17.3	8.3	(27.8)	(31.9)	(47.3)	(25.3)	(80.0)
Cash Flows - Financing Activities	71.9	(50.5)	(37.7)	(58.6)	(17.1)	(70.7)	(13.1)	(20.5)	(53.0)	(75.0)	(10.0)
Staff Numbers	15,189	15,083	15,149	15,468	15,391	15,383	15,810	16,422	17,730	18,297	-

(Note)1. The Company consolidated its shares at a rate of one share for every two shares, effective October 1, 2018.

Accordingly, the figures for FY2017 and FY2018 are calculated as if the consolidation of shares had been conducted at the beginning of FY2017.

2. From the beginning of FY2018, Kajima corporation has applied "Partial Amendments to Accounting Standard for Tax Effect Accounting" (ASBJ Statement No.28 issued on February 16, 2018). Accordingly, the figures for FY2017 were reclassified to reflect this change.

REFERENCE

Tables & Graphs of the Selected Financial Data - continued

Nonconsolidated Basis	JPY bil										
	FY2009	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019
	Full-Year Result	Full-Year Result	Full-Year Result	Full-Year Result	Full-Year Result	Full-Year Result	Full-Year Result	Full-Year Result	Full-Year Result	Full-Year Result	Full-Year Forecast
Contract Awards	944.0	1,023.9	1,101.1	1,053.6	1,264.6	1,193.8	1,236.8	1,349.9	1,200.0	1,444.4	1,250.0
Construction Contract Awards	918.8	957.9	1,053.0	996.0	1,211.0	1,082.4	1,188.0	1,304.5	1,148.5	1,377.9	1,200.0
Revenues	1,244.4	970.4	1,100.4	1,069.9	1,046.0	1,141.0	1,166.1	1,203.8	1,165.1	1,280.3	1,280.0
Operating Income	(7.9)	7.9	17.6	1.3	5.1	(18.0)	86.9	124.4	135.1	120.2	96.0
Ordinary Income	7.5	5.7	23.8	12.2	9.5	1.6	81.6	128.5	146.2	132.5	101.0
Net Income	3.1	4.5	(7.1)	8.7	5.0	8.0	39.0	81.7	100.3	97.0	72.0
Basic Net Income per Share	¥3.07	¥4.36	(¥6.82)	¥8.39	¥4.83	¥7.73	¥37.52	¥78.60	¥192.96	¥186.74	¥138.50
Total Assets	1,440.6	1,327.4	1,356.2	1,345.4	1,422.9	1,413.8	1,436.4	1,529.6	1,535.1	1,546.9	-
Owners' Equity	232.2	208.2	205.0	241.6	254.0	297.8	308.7	370.4	465.5	545.4	-
Total Equity	232.2	208.2	205.0	241.6	254.0	297.8	308.7	370.4	465.5	545.4	-
Owners' Equity Ratio	16.1%	15.7%	15.1%	18.0%	17.9%	21.1%	21.5%	24.2%	30.3%	35.3%	-
Owners' Equity per Share	¥223.01	¥200.04	¥197.04	¥232.30	¥244.29	¥286.45	¥296.91	¥356.30	¥895.59	¥1,049.18	-
Interest-bearing Debt	453.8	439.0	417.9	384.9	374.6	305.9	295.3	287.6	262.8	203.1	200.0
Gross Profit Margin - All Segments	4.1%	6.8%	6.8%	5.4%	5.5%	2.7%	11.8%	14.8%	16.5%	14.2%	12.4%
Construction	3.8%	7.0%	7.1%	5.5%	5.4%	0.8%	11.9%	14.7%	16.4%	14.1%	12.4%
- Civil Engineering	(0.8%)	0.7%	8.1%	3.5%	17.2%	(0.1%)	14.6%	18.2%	21.2%	19.0%	15.2%
- Building Construction	5.9%	9.7%	6.7%	6.2%	0.3%	1.1%	10.8%	13.4%	14.0%	12.5%	11.5%
Real Estate and Other	11.2%	2.7%	2.1%	3.3%	6.8%	27.7%	9.2%	16.8%	19.6%	15.0%	13.3%
Staff Numbers	8,452	8,164	7,925	7,737	7,657	7,546	7,527	7,611	7,686	7,783	-

(Note)1. The Company consolidated its shares at a rate of one share for every two shares, effective October 1, 2018.

Accordingly, the figures for FY2017 and FY2018 are calculated as if the consolidation of shares had been conducted at the beginning of FY2017.

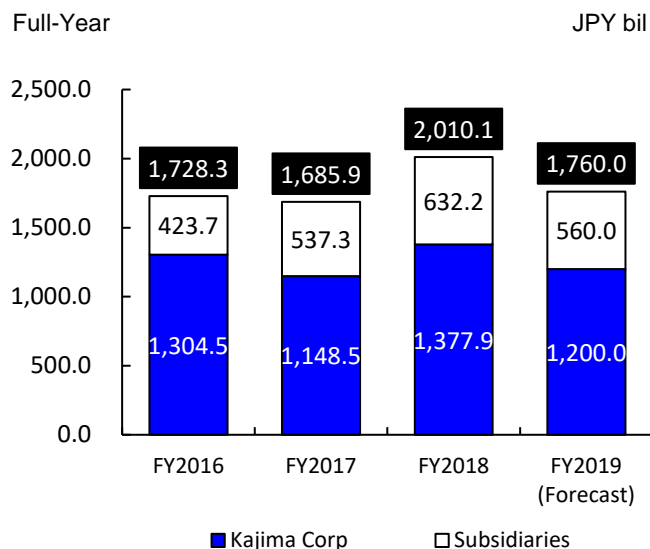
2. From the beginning of FY2018, Kajima corporation has applied "Partial Amendments to Accounting Standard for Tax Effect Accounting" (ASBJ Statement No.28 issued on February 16, 2018).

Accordingly, the figures for FY2017 were reclassified to reflect this change.

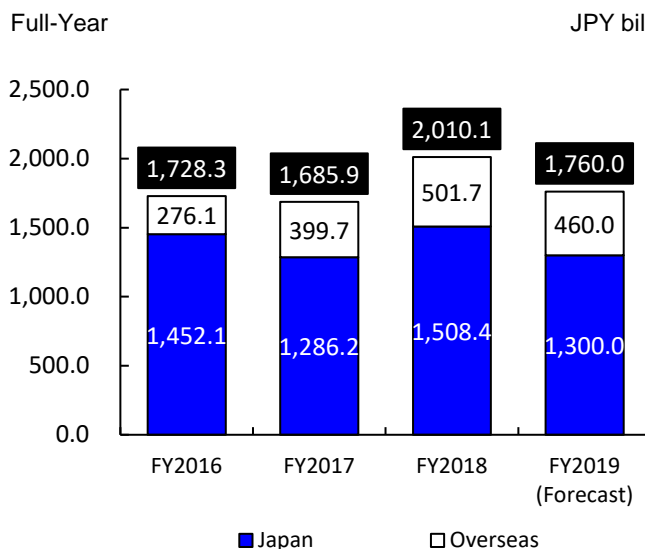
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Tables & Graphs of the Selected Financial Data - continued

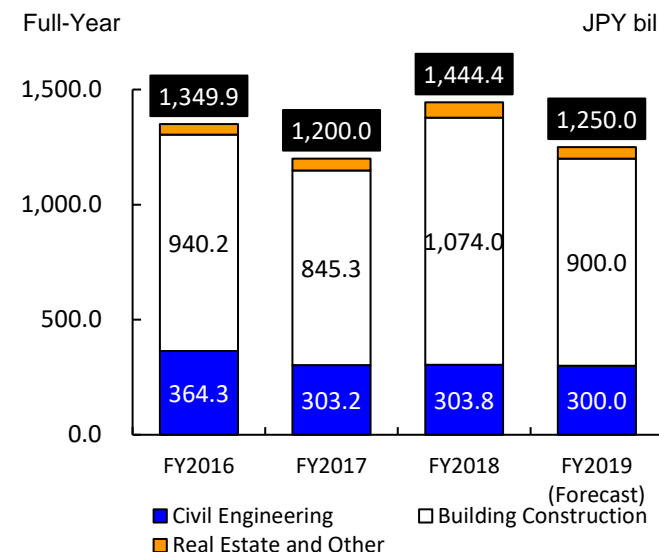
Construction Contract Awards (Consolidated)



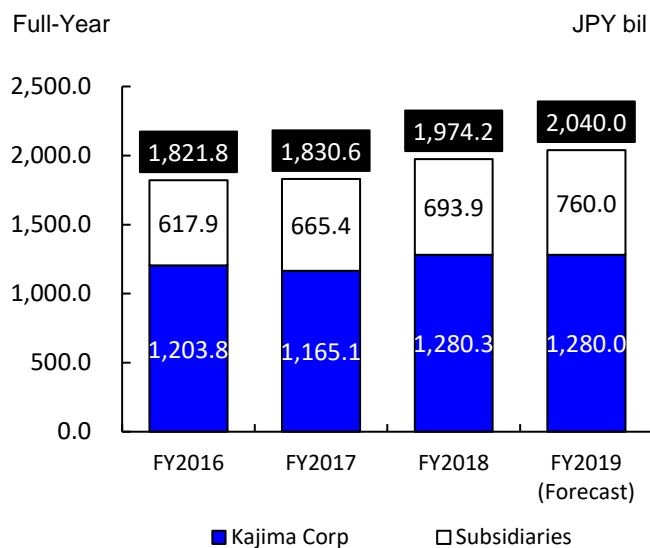
Construction Contract Awards (Consolidated)



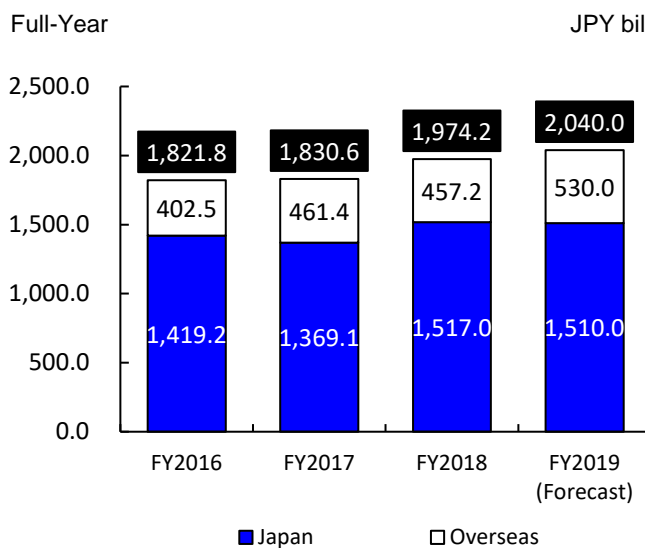
Contract Awards (Nonconsolidated)



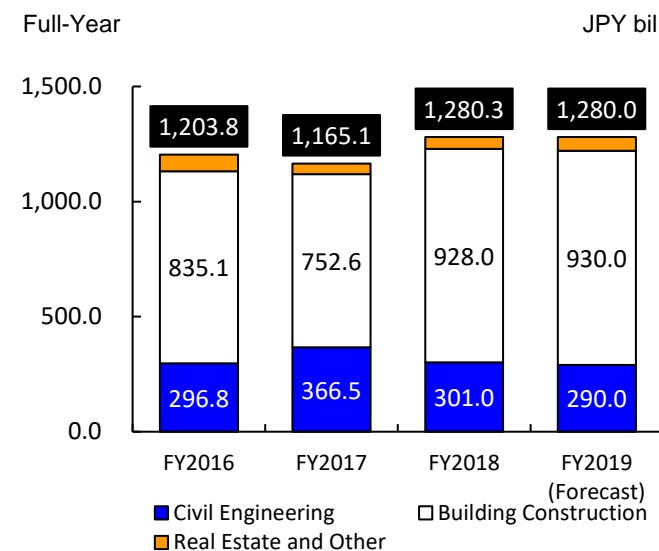
Revenues (Consolidated)



Revenues (Consolidated)



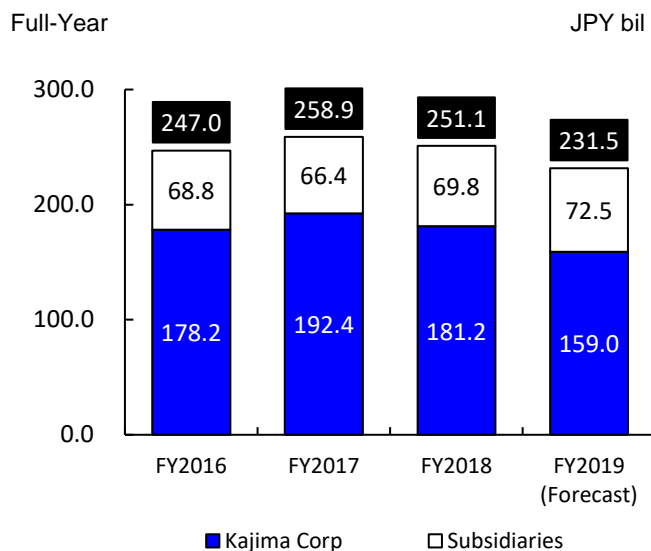
Revenues (Nonconsolidated)



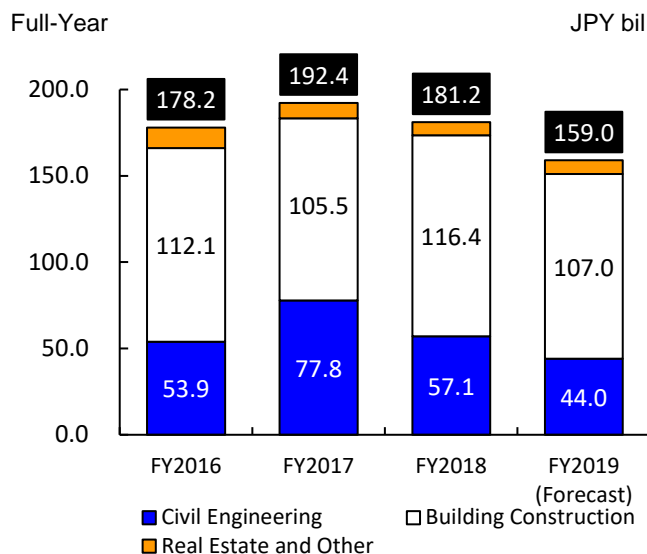
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Tables & Graphs of the Selected Financial Data - continued

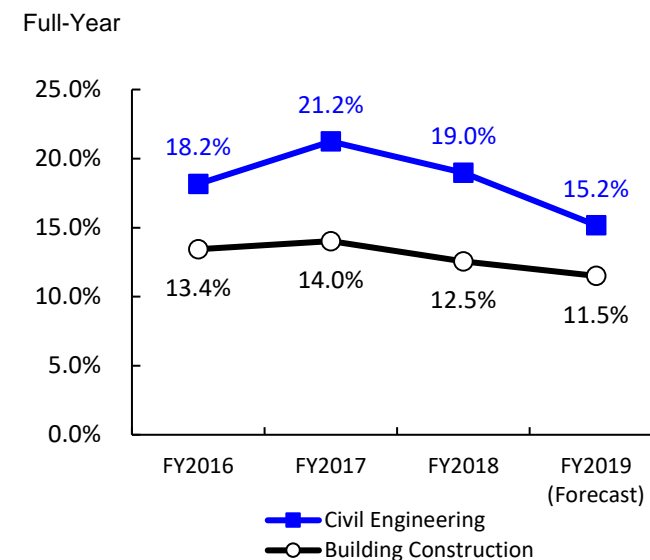
Gross Profit (Consolidated)



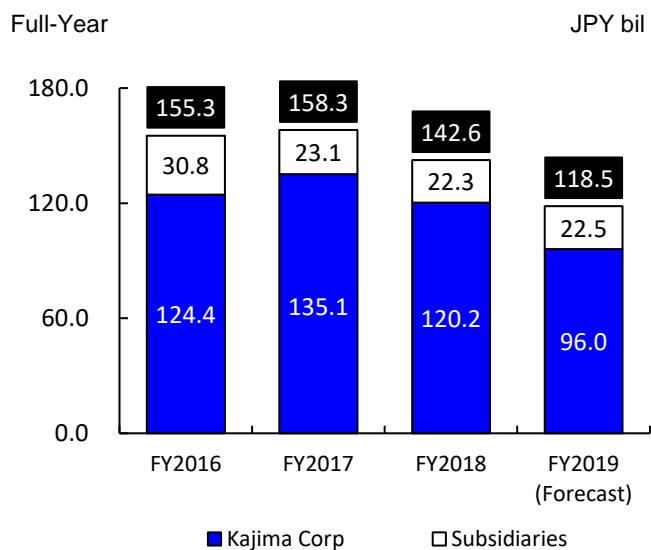
Gross Profit (Nonconsolidated)



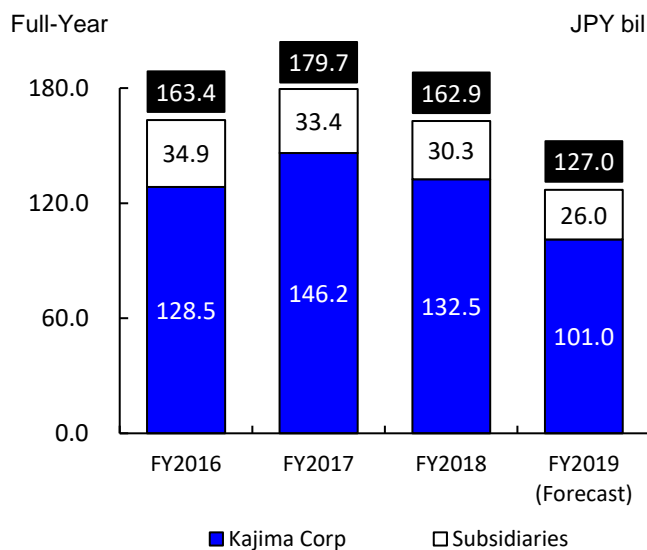
Gross Profit Margin (Nonconsolidated)



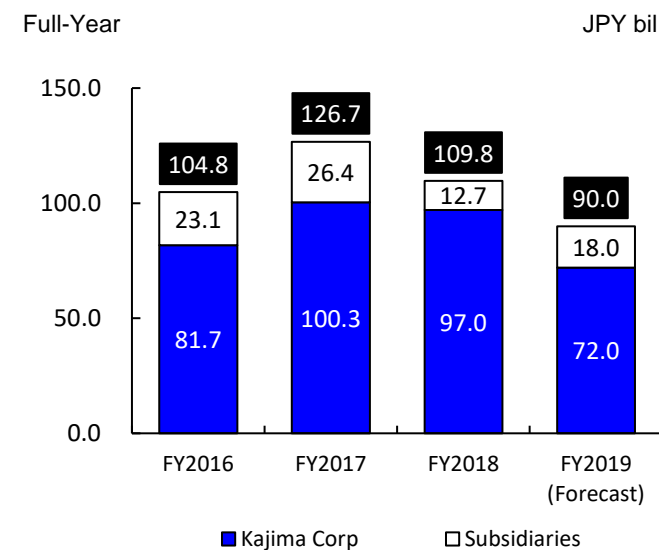
Operating Income (Consolidated)



Ordinary Income (Consolidated)



Net Income Attributable to Owners of the Parent (Consolidated)



REFERENCE

Quarterly Data



Nonconsolidated Basis

	FY2018							
	1st Quarter Result		2nd Quarter Result		3rd Quarter Result		4th Quarter Result	
Revenues	268.6		301.7		320.2		389.7	
Construction	251.2		295.0		310.3		372.5	
(Civil Engineering)	63.5		68.3		79.8		89.3	
(Building Construction)	187.6		226.7		230.4		283.2	
Real Estate and Other	17.4		6.6		9.8		17.2	
Gross Profit	40.5	15.1%	39.1	13.0%	45.9	14.3%	55.7	14.3%
Construction	37.3	14.9%	37.6	12.8%	45.1	14.5%	53.4	14.3%
(Civil Engineering)	13.7	21.7%	7.8	11.5%	16.8	21.1%	18.6	20.9%
(Building Construction)	23.6	12.6%	29.7	13.1%	28.3	12.3%	34.7	12.3%
Real Estate and Other	3.1	18.0%	1.4	22.3%	0.7	7.9%	2.2	13.3%
SG&A	(13.3)		(14.3)		(15.2)		(18.0)	
Operating Income	27.1		24.8		30.6		37.6	
Contract Awards	210.1		269.0		285.1		680.0	
Construction	189.4		258.9		261.4		668.0	
(Civil Engineering)	53.8		71.8		57.7		120.4	
(Building Construction)	135.6		187.0		203.7		547.5	
Real Estate and Other	20.6		10.0		23.7		12.0	

Consolidated Basis

Revenues	416.9		480.7		507.4		569.0	
Gross Profit	54.8	13.2%	56.3	11.7%	62.8	12.4%	77.1	13.6%
SG&A	(24.2)		(26.2)		(27.2)		(30.7)	
Operating Income	30.5		30.0		35.5		46.4	
Construction Contract Awards	326.5		425.5		442.9		815.0	

FY2018					
1st Half Result		2nd Half Result		Full-Year Result	
570.3		710.0		1,280.3	
546.2		682.8		1,229.1	
131.8		169.1		301.0	
414.3		513.7		928.0	
24.0		27.1		51.2	
79.6	14.0%	101.6	14.3%	181.2	14.2%
75.0	13.7%	98.5	14.4%	173.5	14.1%
21.6	16.4%	35.5	21.0%	57.1	19.0%
53.4	12.9%	63.0	12.3%	116.4	12.5%
4.6	19.2%	3.0	11.3%	7.6	15.0%
(27.6)		(33.3)		(60.9)	
51.9		68.3		120.2	
479.1		965.2		1,444.4	
448.4		929.4		1,377.9	
125.6		178.1		303.8	
322.7		751.3		1,074.0	
30.7		35.7		66.5	

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FY2019	
Full-Year Forecast	
1,280.0	
1,220.0	
290.0	
930.0	
60.0	
159.0	12.4%
151.0	12.4%
44.0	15.2%
107.0	11.5%
8.0	13.3%
(63.0)	
96.0	
1,250.0	
1,200.0	
300.0	
900.0	
50.0	