


FY2023 3rd Quarter Financial Results

February 13, 2024



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 3. Segment Performance
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FY2023 Q1-Q3 Results

- **Consolidated revenues and operating income increased 13.8% and 9.5% YoY, respectively**
 - Non-consolidated revenues and profits increased due to steady progress in the building construction business, and profit from the sale of properties in the real estate development business.
 - Revenues and profits increased in the domestic subsidiaries and affiliates due to the scheduled sale of the property held by real estate development-related subsidiaries and affiliates.
 - Consolidated operating income increased due to higher operating income of non-consolidated and domestic subsidiaries and affiliates, which offset the decrease in income of overseas subsidiaries and affiliates.
 - The full-year forecast remains unchanged. Consolidated net income is expected to be 107.0 billion yen.
- **Consolidated contract awards increased 19.8% YoY to 2,092.3 billion yen**
 - Construction demand in Japan is strong, and domestic contract awards increased YoY mainly due to orders for large semiconductor plants and redevelopment projects.
 - Overseas construction contract awards increased significantly due to orders for large scale construction projects in the U.S. and Europe.

FY2023 Q1–Q3 Financial Results

2. Financial Highlights

Consolidated revenues and operating income increased, driven by higher revenues and profits at non-consolidated and domestic subsidiaries and affiliates

FY2023 Q1–Q3 Results Financial Highlights

Billions of yen

	Consolidated		
	FY2022 Q1–Q3 Result	FY2023 Q1–Q3 Result	YoY Change
Revenues	1,753.1	1,994.6	+241.5
Operating Income	93.2	102.1	+8.8
Ordinary Income	121.2	112.8	-8.4
Net Income Attributable to Owners of the Parent	82.0	76.6	-5.4
Construction Contract Awards	1,746.1	2,092.3	+346.1

Exchange rates : US\$1=

¥144.81

¥149.58

Non-Consolidated		Domestic Subsidiaries and Affiliates		Overseas Subsidiaries and Affiliates	
FY2023 Q1–Q3 Result	YoY Change	FY2023 Q1–Q3 Result	YoY Change	FY2023 Q1–Q3 Result	YoY Change
1,172.3	+154.3	271.5	+24.8	636.3	+57.1
74.0	+16.5	19.4	+8.2	8.6	-16.1
93.1	+15.7	23.4	+9.0	10.6	-31.4
69.3	+12.8	18.1	+7.5	3.5	-24.0
1,257.5	+123.8	164.9	+15.6	731.5	+204.6

¥149.58

- Non-consolidated revenues and profits increased due to higher revenues and improved gross profit margin in building construction, as well as property sales in the real estate development business.
- Domestic subsidiaries and affiliates recorded higher revenues and profits, mainly due to planned property sales.
- Overseas subsidiaries and affiliates recorded lower profits YoY, mainly due to a lower gain on sales in the real estate development business.
- Construction contract awards increased YoY due to orders for large-scale construction projects in Japan, Europe, and the U.S.

3Q results were largely in line with plans, and the full-year forecast remains unchanged

FY2023 Forecast Financial Highlights

Billions of yen

	Consolidated		
	FY2023 Q1–Q3 Result	FY2023 Forecast	Progress
Revenues	1,994.6	2,610.0	76.4%
Operating Income	102.1	144.0	70.9%
Ordinary Income	112.8	153.0	73.8%
Net Income Attributable to Owners of the Parent	76.6	107.0	71.6%
Construction Contract Awards	2,092.3	2,650.0	79.0%

Non-Consolidated		Domestic Subsidiaries and Affiliates		Overseas Subsidiaries and Affiliates	
FY2023 Q1–Q3 Result	FY2023 Forecast	FY2023 Q1–Q3 Result	FY2023 Forecast	FY2023 Q1–Q3 Result	FY2023 Forecast
1,172.3	1,480.0	271.5	360.0	636.3	900.0
74.0	99.0	19.4	21.4	8.6	25.0
93.1	117.0	23.4	26.0	10.6	25.0
69.3	87.0	18.1	20.0	3.5	15.0
1,257.5	1,630.0	164.9	200.0	731.5	900.0

Exchange rates : US\$1=

¥149.58

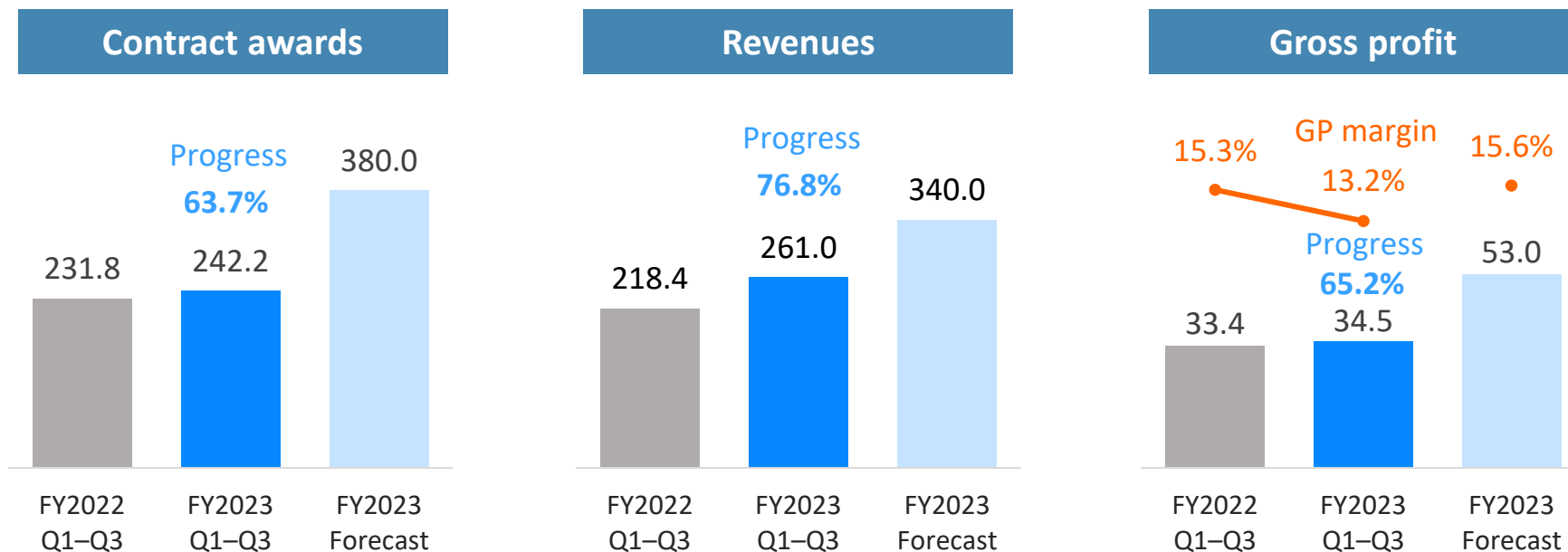
¥149.58

¥149.58

¥149.58

- Unchanged from the full-year forecast announced on November 13, 2023.
- Non-consolidated and domestic subsidiaries and affiliates results are on track to meet the full-year forecast.
- Overseas subsidiaries and affiliates are expected to achieve their full-year forecasts due to the sale of properties in the U.S. and higher profitability in the construction business in Q4.

Billions of yen



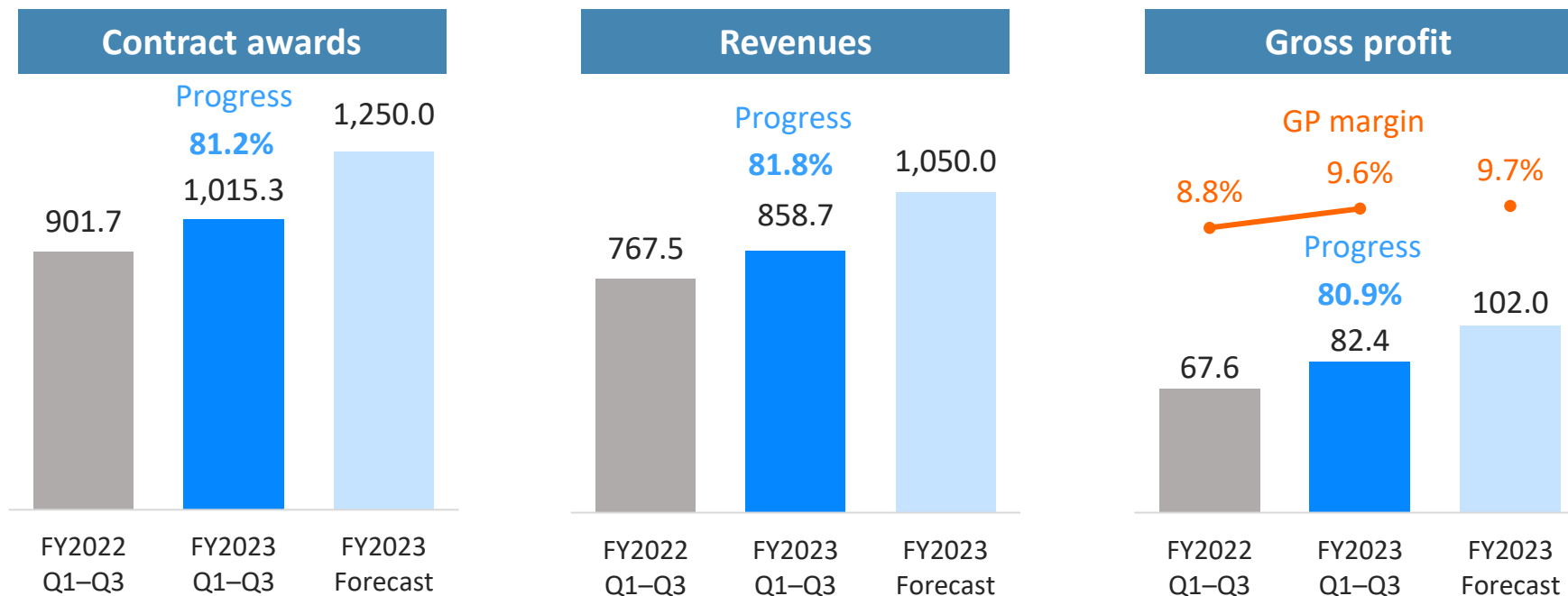
FY2023 Q1-Q3 Results

- Contract awards are expected to achieve the full-year forecast due to orders for new construction projects and the acquisition of design change contracts in Q4.
- Revenues increased due to steady progress of construction in progress.
- Although the gross profit margin fell short of the full-year forecast due to fewer projects completed by Q3 and the small improvement in profitability from design changes and other factors, the margin is expected to improve mainly due to projects scheduled for completion in Q4.

Segment Performance Building Construction (Kajima Corp)

3. Segment Performance

Billions of yen

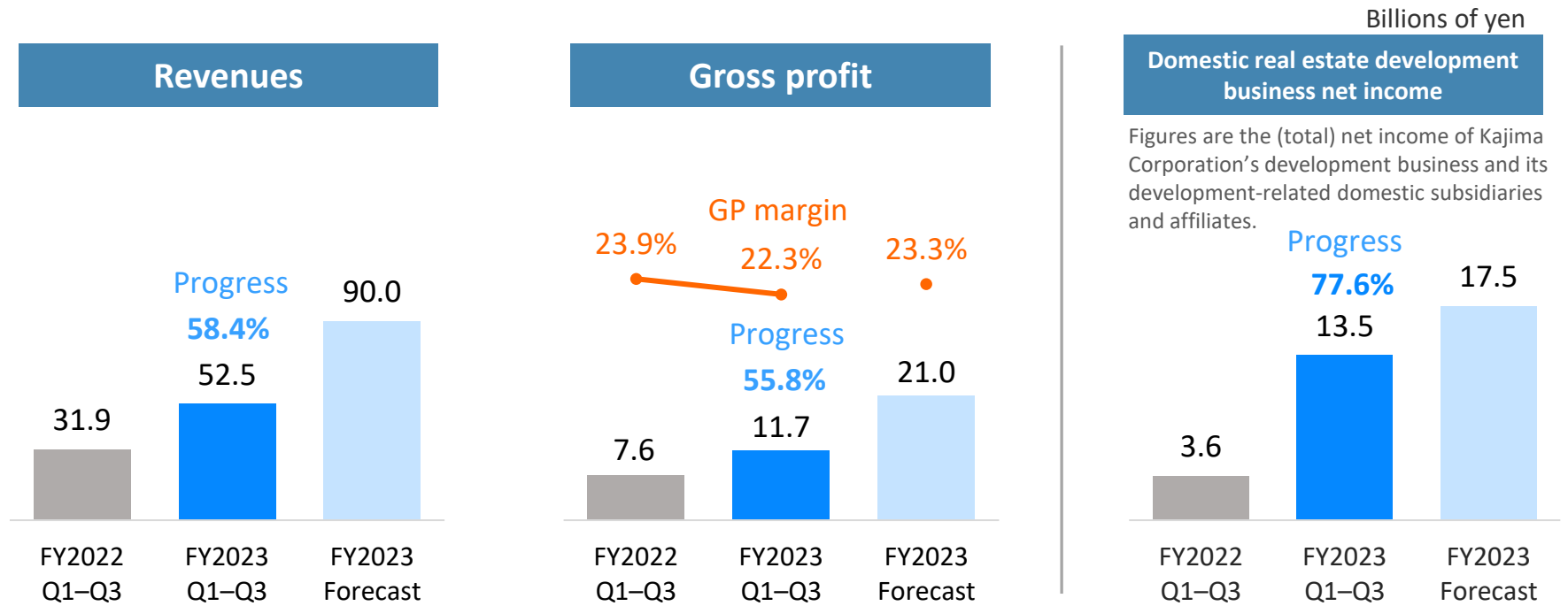


FY2023 Q1-Q3 Results

- Contract awards increased YoY mainly due to orders for several large scale semiconductor plants and redevelopment projects.
- Revenues increased due to steady progress of construction in progress.
- Gross profit increased YoY due to higher revenues and improved gross margin.

Segment Performance Real Estate and Other (Kajima Corp)

3. Segment Performance



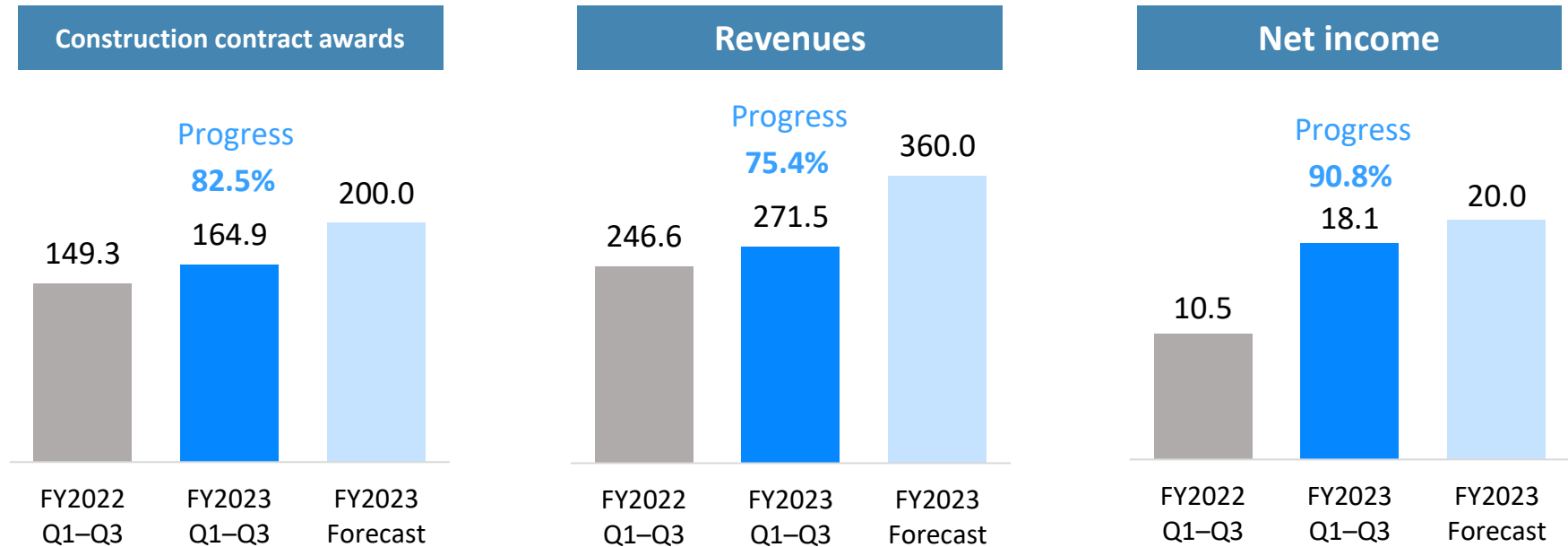
FY2023 Q1-Q3 Results

- Revenues and gross profit increased YoY mainly due to the sale of properties in the real estate sales business.
- The company plans to sell several properties in Q4.
- The combined net income of the non-consolidated real estate development business and real estate development-related domestic subsidiaries and affiliates (business management figures for the domestic development business) is expected to achieve the full-year forecast of 17.5 billion yen.

Segment Performance Domestic Subsidiaries and Affiliates

3. Segment Performance

Billions of yen



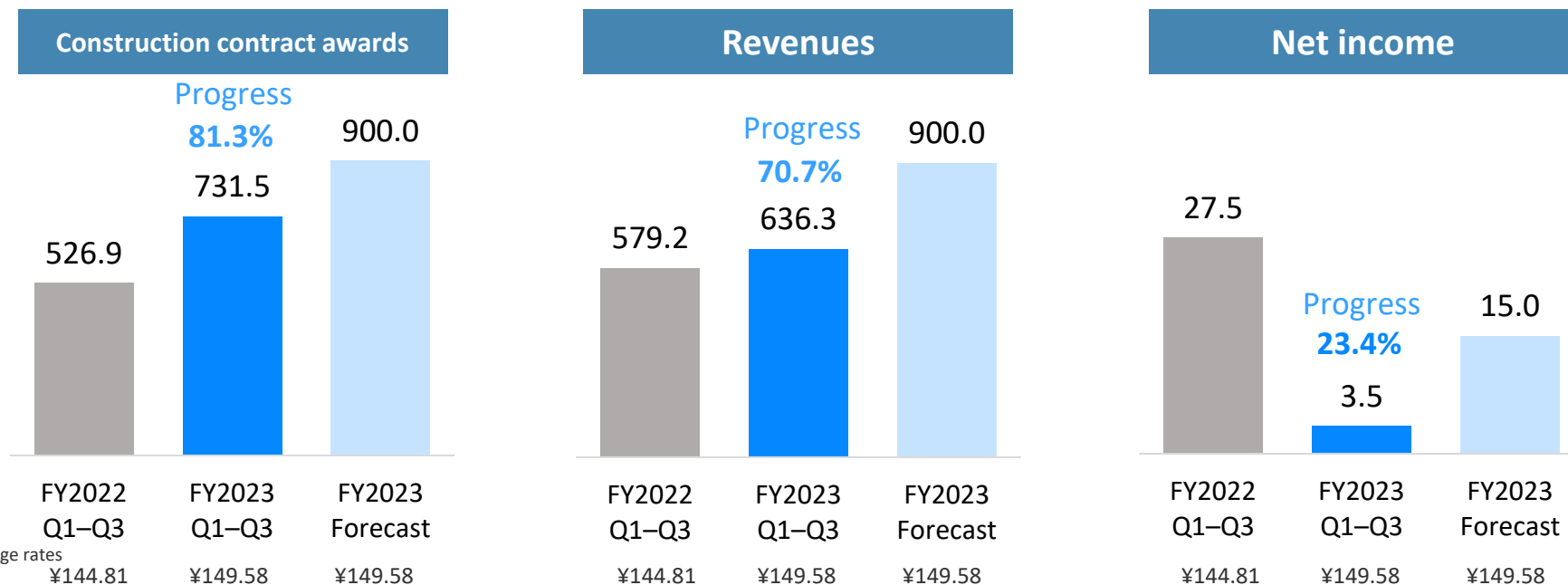
FY2023 Q1-Q3 Results

- Construction contract awards increased YoY due to an increase in orders for road construction and facility construction.
- Revenues and net income increased YoY due to the sale of properties held by real estate development-related subsidiaries and affiliates and favorable progress in the construction business.

Segment Performance Overseas Subsidiaries and Affiliates

3. Segment Performance

Billions of yen



FY2023 Q1-Q3 Results

- Construction contract awards increased YoY due to multiple orders for large scale construction projects in Europe and the U.S.
- Revenues increased due to a surge in construction business revenues in the U.S. and Oceania.
- Net income declined YoY mainly due to fewer properties sold in the real estate development business.
- The full-year forecast is expected to be achieved through the sale of properties in the U.S. in Q4 and improved construction business profitability.

Segment Performance

Overseas Subsidiaries and Affiliates

(breakdown by construction and real estate development segments)

3. Segment Performance

Results Highlights — Overseas Subsidiaries and Affiliates

(Breakdown by construction and real estate development segment)

*Figures for each business segment are before inter-segment transaction adjustments

Billions of yen

	Construction and Other				Real Estate			
	FY2022 Q1–Q3 Result	FY2023 Q1–Q3 Result	YoY Change	FY2023 Forecast	FY2022 Q1–Q3 Result	FY2023 Q1–Q3 Result	YoY Change	FY2023 Forecast
Revenues	491.7	553.8	+62.0	757.8	101.3	90.9	-10.3	182.9
Gross Profit	19.2	21.0	+1.8	31.3	38.9	27.3	-11.5	45.7
	3.9%	3.8%	-0.1pp	4.1%	38.4%	30.1%	-8.3pp	25.0%
Operating Income	1.1	(2.2)	-3.4	0.7	25.2	13.6	-11.6	26.9
Nonoperating Income	1.9	2.1	+0.2	1.6	15.5	1.9	-13.6	1.2
Equity in Earnings of Partnership	0.0	0.0	—	0.0	13.8	4.5	-9.3	2.9
Ordinary Income	3.0	(0.1)	-3.1	2.4	40.8	15.6	-25.2	28.2
Extraordinary Income	(0.0)	0.0	+0.1	0.0	0.7	(0.0)	-0.7	1.4
Net Income Attributable to Noncontrolling Interests	1.0	(1.4)	-2.4	(0.4)	29.2	9.3	-19.8	19.8
Exchange rates: US\$1=	¥144.81	¥149.58		¥149.58	¥144.81	¥149.58		¥149.58

- The full-year forecast for FY2023 remains unchanged from that announced on November 13, 2023 for both the construction and other and real estate development businesses.
- The profitability of construction and other is steadily improving, despite losses posted in Southeast Asia in Q2.
- Profits in the real estate development business decreased from the same period of the previous fiscal year, when gain on the sales were high. The full-year forecast is expected to be achieved, mainly due to the sale of the U.S. real estate development properties in Q4.

Reduction of Strategic Shareholdings

- Achieved the medium-term business plan target in Q2
- Sold ¥4.3 billion in Q3, and further reductions will follow in Q4 and beyond

Reduction Status

	FY2021 Result	FY2022 Result	FY2023 Q1–Q3 Result	Total	Medium-Term Business Plan Target (FY2021–2023)
Number of Stocks Sold	17 stocks	17 stocks	20 stocks	-	-
Amount of Sales	14.8 bn yen	10.0 bn yen	10.3 bn yen	35.2 bn yen	At least 30.0 bn yen over 3 years



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Disclaimer: All financial information has been prepared in accordance with generally accepted accounting principles in Japan. While every attempt has been made to ensure the accuracy of information, forecasts contained in this slides are based on the judgments made with information available as at February 13, 2024, and are subject to risks and uncertainties that may cause the actual results to vary.