# CORPORATE REPORT 2016 Financial Review 2016

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# Summary and Forecast of Business Performance

Amounts less than 0.1 billion yen have been rounded down.

# Overview of Business Performance

During the fiscal year ended March 31, 2016, global economic growth subsided overall. This was due to economic slowdown in China as well as economic downturn in certain emerging countries caused by the declining resource prices, despite a modest recovery in developed countries. In Japan, although the employment and income environment improved and private-sector capital investment increased owing to economic and financial measures pursued by the government and the Bank of Japan, the economy failed to stage a full recovery due to stagnant consumer spending stemming from future uncertainty.

In the Japanese construction market, construction investment as a whole maintained its underlying strength as rising private-sector demand driven mostly by the manufacturing industry and improvements in the market environment, such as the stabilization of labor and construction material cost trends, offset declining publicsector investment.

Under these circumstances, in the fiscal year ended March 31, 2016, Kajima Corporation (hereinafter, "Kajima" or the "Company") started the Kajima Group Medium-Term Business Plan (2015-2017) and focused on initiatives to revitalize and strengthen the Company's construction

operations, which is the core business of the Kajima Group. At the same time, the Kajima Group has worked systematically to expand its business domains and establish a business foundation that can leverage its strengths. As a result, the Kajima Group's consolidated financial results for the fiscal year ended March 31, 2016, were as follows.

Total construction contract awards amounted to ¥1,795.8 billion, up 21.8% compared to ¥1,474.8 billion in the previous fiscal year. This was attributable to brisk orders for the Company's building construction business and overseas subsidiaries. Total contracts awarded to the Company, including those for real estate development and other work, amounted to ¥1,236.8 billion, up 3.6% over the ¥1,193.8 billion recorded in the previous fiscal year. Consolidated revenues were almost in line with those of the previous fiscal year, rising 2.9%, to ¥1,742.7 billion from ¥1,693.6 billion. On the profit front, operating income increased 777.0%, to ¥111.0 billion from ¥12.6 billion in the previous fiscal year, mainly due to higher gross profit on sales resulting from the improved profit margin in the Company's construction business. Net income attributable to owners of the parent increased 377.7%, to ¥72.3 billion from ¥15.1 billion in the previous fiscal year, despite recording a loss on impairment of long-lived assets.



# Overview of Performance by **Business Segment**

Results by business segment are as follows. (Segment results are stated including intersegment sales and transfers.)

# Civil Engineering (Parent Company)

In the Civil Engineering business segment, due to favorable progress in projects on hand, revenues came to ¥307.9 billion, up 11.4% from ¥276.4 billion in the previous fiscal year. The business segment posted operating income of ¥28.8 billion, compared to operating loss of ¥15.5 billion in the previous fiscal year, due to a substantial improvement in the gross profit margin of construction projects.

			(Billions of yen)
(Years ended March 31)	2016	2015	2016/2015 (%)
Revenues	307.9	276.4	11.4
Operating income	28.8	(15.5)	_

# **Building Construction (Parent Company)**

Revenues totaled ¥824.0 billion, up 5.5% year on year from ¥780.8 billion. The business segment posted operating income of ¥57.4 billion, compared to operating loss of ¥23.4 billion in the previous fiscal year, due to a substantial improvement in the gross profit margin of construction projects.

			(Billions of yen)
(Years ended March 31)	2016	2015	2016/2015 (%)
Revenues	824.0	780.8	5.5
Operating income	57.4	(23.4)	_

# Real Estate Development and Other

# (Parent Company)

As a result of low property sales during the fiscal year under review, revenues decreased 59.3% year on year, from ¥83.7 billion to ¥34.0 billion, and operating income declined 96.7%, from ¥20.9 billion to ¥0.6 billion.

			(Billions of yen)
(Years ended March 31)	2016	2015	2016/2015 (%)
Revenues	34.0	83.7	(59.3)
Operating income	0.6	20.9	(96.7)

#### **Domestic Subsidiaries and Affiliates**

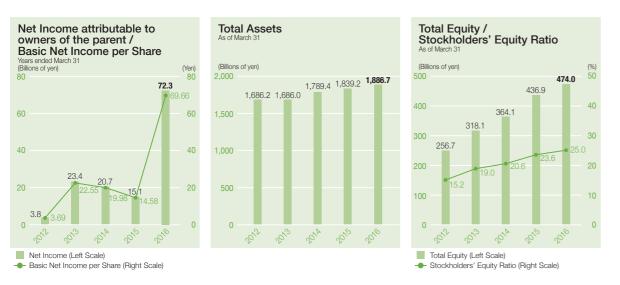
Revenues were almost unchanged from the previous fiscal year, amounted to ¥364.6 billion, down 0.5% year on year, from ¥366.4 billion. Operating income rose 7.9%, from ¥19.1 billion, to ¥20.6 billion.

			(Billions of yen)
(Years ended March 31)	2016	2015	2016/2015 (%)
Revenues	364.6	366.4	(0.5)
Operating income	20.6	19.1	7.9

## Overseas Subsidiaries and Affiliates

Revenues amounted to ¥367.9 billion, up 8.2% year on year, from ¥340.1 billion. Operating income declined 32.8%, from ¥11.1 billion, to ¥7.5 billion, mainly in reaction to the sale of real estate properties in the previous fiscal year.

			(Billions of yen)
(Years ended March 31)	2016	2015	2016/2015 (%)
Revenues	367.9	340.1	8.2
Operating income	7.5	11.1	(32.8)



# Analysis of Financial Position

# Assets, Liabilities and Equity

As of March 31, 2016, total assets stood at ¥1,886.7 billion, an increase of ¥47.5 billion from ¥1,839.2 billion at the end of the previous fiscal year. This was primarily due to an increase in notes and accounts receivable-trade.

Total liabilities were ¥1,412.7 billion, up ¥10.4 billion year on year, from ¥1,402.3 billion. This was due mainly to an increase in advances received, while on the other hand, a decrease in notes and accounts payable-trade and deferred tax liabilities.

Total equity came to ¥474.0 billion, an increase of ¥37.0 billion from ¥436.9 billion at the end of the previous fiscal year.

As a result, the stockholders' equity ratio was 25.0%, up 1.4 points year on year from 23.6% at the end of the previous fiscal year.

## **Cash Flows**

Operating activities generated a net cash inflow of ¥36.3 billion, compared to ¥59.2 billion in the previous fiscal year. The cash inflow resulted mainly from income before income taxes with adjustments for depreciation and amortization, and an increase in advances received. On the other hand, the cash outflows resulted mainly from an increase in receivables and inventories, and a decrease in payables.

Investing activities resulted in a net cash outflow of ¥27.8 billion, compared to a net cash inflow of ¥8.3 billion in the previous fiscal year. The main contributing factor to the outflow was payment for purchases of property and equipment.

Financing activities resulted in a net cash outflow of ¥13.1 billion, compared to a net cash outflow of ¥70.7 billion in the previous fiscal year. Primary cash outflows were net of financing and repayment of short-term borrowings, long-term debt, commercial paper and bonds, as well as cash dividends paid

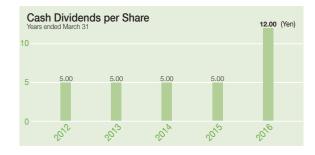
As a result of the aforesaid factors, cash and cash equivalents amounted to ¥234.8 billion, a decrease of ¥7.7 billion from ¥242.5 billion over the end of the previous fiscal year.

Statements of Cash Flows Highlights	(Billion	s of yen)	
(Years ended March 31)	2016	2015	2014
Net cash provided by operating activities	36.3	59.2	32.9
Net cash (used in) provided by investing activities	(27.8)	8.3	17.3
Net cash used in financing activities	(13.1)	(70.7)	(17.1)
Cash and cash equivalents, end of year	234.8	242.5	240.1

# **Basic Profit Allocation Policy and** Payment of Dividends (\*)

Kajima's basic policy for profit allocation is to distribute profits to stockholders in line with business performance as well as to provide stable dividends, while securing internal reserves to maintain a sound management foundation. The Company plans to utilize internal reserves in order to build a strong financial structure and to invest for maintaining and enhancing business platform.

In consideration of the business performance in the fiscal year under review and the future business environment, the Company paid an annual dividend of ¥12 per share, which consists of a year-end dividend of ¥9 per share and an interim dividend of ¥3 per share. The Company also plans to pay an annual dividend of ¥12 per share (including an interim dividend of ¥6 per share) for the year ending March 31, 2017.



# Forecast for the Fiscal Year Ending March 31, 2017 (\*)

Despite uncertainty about the future of the world economy and financial markets, the recovery of the Japanese economy is expected to gradually gain momentum owing to the effects of various government economic measures to revitalize capital investment and consumer spending.

In the Japanese construction market, private-sector construction demand is expected to be brisk. However, the supply and demand situation for labor and construction materials will be tight due to higher construction volume and this could lead to higher costs. Therefore, the business environment will likely require greater corporate effort to ensure proper decisions on entering into construction contracts and secure construction workforce in order to maintain and improve the Company's performance.

In light of these conditions, the Company's consolidated forecasts for the fiscal year ending March 31, 2017, are as follows: an increase in revenues of 9.0% year on year to ¥1,900.0 billion (from ¥1,742.7 billion), a decrease in operating income of 23.5% to ¥85.0 billion (from ¥111.0 billion), and a decrease of 17.0% in net income attributable to owners of the parent to ¥60.0 billion (from ¥72.3 billion).

# **Business-Related Risks**

Risk factors that investors should consider before making decisions concerning the Kajima Group include, but are not limited to, the risks listed below. The Kajima Group precludes, diversifies and hedges these and other business-related risks and uncertainties to the largest extent practically possible in order to minimize their impact on its corporate activities. Any forward-looking statements in this section are based on judgments made by the Company's management as of March 31, 2016.

# 1. Changes in the Business Environment

Drastic and adverse changes in the construction and real estate development markets, including an unexpected decrease in demand for construction, a rapid increase in costs of primary construction materials, or changes in prices or supply and demand in the real estate market, could affect the Kajima Group's results and financial position.

# 2. Changes in Construction Costs

Long-term, large-scale construction projects are vulnerable to rapid increases in prices of primary construction materials, which could cause construction costs to increase unexpectedly. Such changes could affect the Kajima Group's results and financial position.

# 3. Fluctuations in Interest and Foreign Exchange Rates

Sharp increases in interest rates or substantial changes in foreign exchange rates could affect the Kajima Group's results and financial position.

## 4. Fluctuations in Asset Value and Profitability

A significant drop in the value and profitability of the Kajima Group's assets, including real estate for sale, real estate used in operations, and investment securities, could affect the Group's results and financial position.

# 5. Country Risk

The Kajima Group operates in North America, Europe, Asia and other regions around the world. Significant political, economic or legal changes occurring in these regions could affect the Group's results and financial position.

#### 6. Changes in the Environment Surrounding

# **Private Finance Initiatives**

Private finance initiative projects typically extend over a long period of time, during which significant changes in the operating environment could affect the Kajima Group's results and financial position.

7. Defective Construction or Other Services Major defects in the various services provided by the Kajima Group, including design and construction, could affect its results and financial position.

#### 8. Counterparty Credit Risk

The credit problems of customers, subcontractors, joint venture partners or other counterparties could lead to bad debts, construction delays or other problems that could affect the Kajima Group's results and financial position.

# 9. Changes in Regulations Concerning Deferred **Income Tax Assets**

The Kajima Group expects to fully utilize deferred income tax assets outstanding as of March 31, 2016, for the purpose of offsetting taxable income in the future. However, unexpected events including, but not limited to, changes in tax regulations may partially prevent the Group from doing so.

## 10. Changes to Laws and Regulations

The Kajima Group operates in the Japanese construction industry, which is subject to a variety of laws and regulations including the Construction Business Act, the Building Standards Act, the Building Lots and Buildings Transaction Business Act, the National Land Use Planning Act, the City Planning Act, and the Act Concerning Prohibition of Private Monopolization and Maintenance of Fair Trade. Revisions of these laws, the enactment of new laws or regulations, or changes to applicable standards could affect the Group's results and financial position. In addition, any litigation against the Kajima Group could affect its results and financial position if the outcome differs from the Group's position or predictions.

\* The forecasts contained herein are based on information available as of May 13, 2016, and the actual results may differ materially from the forecasts due to various factors.

# **Consolidated Balance Sheet**

KAJIMA Corporation and Consolidated Subsidiaries

	As of March 31				
	Millions of Yen			Thousands of	
	2016	2015		0.5.	2016
ASSETS				_	
CURRENT ASSETS:					
Cash and cash equivalents (Note 18)	¥ 234,811	¥	242,557	\$	2,077,973
Marketable securities (Notes 3 and 18)	51		113		451
Operational investments in securities (Notes 3 and 18)	10,156		10,156		89,876
Notes and accounts receivable—trade (Notes 8 and 18)	588,657		545,422		5,209,354
Allowance for doubtful accounts (Note 18)	(1,573)		(2,969)		(13,920)
Inventories:					
Construction projects in progress	85,040		71,816		752,566
Development projects in progress, real estate for sale and other (Note 8)	106,037		88,051		938,381
Deferred tax assets (Note 14)	51,134		56,823		452,513
Other current assets (Notes 8 and 18)	124,160		110,777		1,098,762
Total current assets	1,198,473		1,122,746		10,605,956
PROPERTY AND EQUIPMENT:					
Land (Notes 4, 5, 6 and 8)	180,130		180,198		1,594,071
Buildings and structures (Notes 5, 6 and 8)	-		123,602		1,311,973
Machinery, equipment and other (Note 5)	148,253 19,280		15,382		1,311,773
Construction in progress (Note 6)	-		28,040		-
Construction in progress (Note 6)	3,086		20,040		27,310
Total property and equipment	350,749		347,222		3,103,973
INVESTMENTS AND OTHER ASSETS:					
Investments in securities (Notes 3, 8 and 18)	236,008		275,252		2,088,566
Investments in unconsolidated subsidiaries and affiliates (Notes 8 and 18)	35,554		30,888		314,637
Long-term loans receivable (Notes 7, 8 and 18)	21,134		21,272		187,027
Long-term loans to unconsolidated subsidiaries	21,104		21,272		107,027
and affiliates (Notes 8 and 18)	9,003		9.058		79,673
Allowance for doubtful accounts (Note 18)	(9,674)		(8,965)		(85,611)
Deferred tax assets (Note 14)	1.115		925		9,867
Other (Notes 12)	44,420		40,862		393,098
			-		
Total investments and other assets	337,560		369,292		2,987,257

	As of March 31			
	Million	s of Yen	Thousands of U.S. Dollars (Note 1)	
	2016	2015	2016	
LIABILITIES AND EQUITY				
CURRENT LIABILITIES:				
Short-term borrowings (Notes 9 and 18)	¥ 67,059	¥ 95,281	\$ 593,442	
Commercial paper (Notes 10 and 18)	80,000	53,700	707,965	
Current portion of long-term debt (Notes 8, 9 and 18)	39,054	38,224	345,611	
Notes and accounts payable—trade (Note 18)	517,267	539,811	4,577,584	
Advances received:	317,207	307,011	4,577,504	
Construction projects in progress (Note 11)	155,468	104,846	1,375,823	
Development projects in progress, real estate for sale and other	12,723	9,230	112.593	
Income taxes payable (Note 18)	30,798	4,125	272,549	
Accrued expenses		22,712		
·	28,263		250,115	
Other current liabilities (Note 8)	152,076	179,328	1,345,805	
Total current liabilities	1,082,708	1,047,257	9,581,487	
LONG-TERM LIABILITIES:				
Long-term debt (Notes 8, 9,18 and 24.a)	195,788	201,348	1,732,637	
Deferred tax liabilities (Note 14)	14,286	30,502	126,425	
Deferred tax liabilities on revaluation surplus of land (Notes 4 and 14)	21,815	25,080	193,053	
Liability for retirement benefits (Note 12)	55,551	53,698	491,602	
Equity loss in excess of investments in and loans to	33,331	30,070	471,002	
unconsolidated subsidiaries and affiliates	1,227	1,250	10,858	
Other long-term liabilities (Note 8)	41,355	43,173	365,974	
Official original industries (Note o)	41,333	43,173	365,774	
Total long-term liabilities	330,022	355,051	2,920,549	
COMMITMENTS AND CONTINGENT LIABILITIES (Notes 17, 19 and 20)				
EQUITY (Notes 13 and 24.b):				
Common stock, authorized, 2,500,000,000 shares;				
issued, 1,057,312,022 shares	81,447	81,447	720,770	
		45.204		
Capital surplus	45,304	45,304	400,920	
Capital surplus	45,304 231,499	163,105	400,920	
			•	
Retained earnings  Treasury stock—at cost,	231,499	163,105	400,920 2,048,664	
Retained earnings Treasury stock—at cost, 19,060,876 shares in 2016 and 18,991,740 shares in 2015			400,920	
Retained earnings	231,499	163,105 (6,263)	400,920 2,048,664 (55,814	
Retained earnings	231,499 (6,307) 82,588	163,105 (6,263) 106,663	400,920 2,048,664 (55,814) 730,867	
Retained earnings  Treasury stock—at cost,  19,060,876 shares in 2016 and 18,991,740 shares in 2015  Accumulated other comprehensive income (Note 14):  Unrealized gain on available-for-sale securities (Note 3)  Deferred loss on derivatives under hedge accounting (Note 19)	231,499 (6,307) 82,588 (725)	163,105 (6,263) 106,663 (499)	400,920 2,048,664 (55,814) 730,867 (6,416)	
Retained earnings  Treasury stock—at cost,  19,060,876 shares in 2016 and 18,991,740 shares in 2015  Accumulated other comprehensive income (Note 14):  Unrealized gain on available-for-sale securities (Note 3)  Deferred loss on derivatives under hedge accounting (Note 19)  Revaluation surplus of land (Note 4)	231,499 (6,307) 82,588 (725) 20,197	163,105 (6,263) 106,663 (499) 20,834	400,920 2,048,664 (55,814) 730,867 (6,416) 178,735	
Retained earnings	231,499 (6,307) 82,588 (725) 20,197 19,486	163,105 (6,263) 106,663 (499) 20,834 24,473	400,920 2,048,664 (55,814) 730,867 (6,416) 178,735 172,442	
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Retained earnings  Treasury stock—at cost,  19,060,876 shares in 2016 and 18,991,740 shares in 2015  Accumulated other comprehensive income (Note 14):  Unrealized gain on available-for-sale securities (Note 3)  Deferred loss on derivatives under hedge accounting (Note 19)  Revaluation surplus of land (Note 4)  Foreign currency translation adjustments  Defined retirement benefit plans (Note 12)	231,499 (6,307) 82,588 (725) 20,197 19,486 (2,194)	163,105 (6,263) 106,663 (499) 20,834 24,473 (149)	400,920 2,048,664 (55,814) 730,867 (6,416) 178,735 172,442 (19,416)	
Retained earnings	231,499 (6,307) 82,588 (725) 20,197 19,486 (2,194) 471,295	163,105 (6,263) 106,663 (499) 20,834 24,473 (149) 434,915	400,920 2,048,664 (55,814) 730,867 (6,416) 178,735 172,442 (19,416)	

# **Consolidated Statement of Income**

KAJIMA Corporation and Consolidated Subsidiaries

	Years Ended March 31				
	Millions	Thousands of U.S. Dollars (Note 1)			
	2016	2015	2016		
REVENUES:					
Construction projects (Note 16)	¥ 1,581,043	¥ 1,480,107	\$ 13,991,531		
Real estate and other (Note 6)	161,658	213,551	1,430,602		
Total revenues	1,742,701	1,693,658	15,422,133		
COST OF REVENUES:					
Construction projects	1,408,834	1,432,587	12,467,558		
Real estate and other (Note 6)	134,768	164,352	1,192,637		
Total cost of revenues	1,543,602	1,596,939	13,660,195		
Gross profit	199,099	96,719	1,761,938		
SELLING, GENERAL AND ADMINISTRATIVE EXPENSES	88,019	84,053	778,929		
Operating income	111,080	12,666	983,009		
OTHER INCOME (EXPENSES):					
Interest and dividends	7,606	7,473	67,310		
Interest expense	(4,366)	(4,918)	(38,637)		
Foreign currency exchange (loss) gain	(1,483)	1,544	(13,124		
Equity in earnings of unconsolidated subsidiaries and affiliates	3,826	1,030	33,858		
Equity in earnings of partnership	1,724	2,529	15,257		
Provision for doubtful accounts	(174)	_	(1,540		
Reversal of allowance for doubtful accounts	_	92			
Compensation expenses	(4,334)	_	(38,354		
(Loss) gain on sales or disposals of property and equipment—net (Note 6)	(170)	156	(1,504)		
Gain on sales of marketable and investment securities—net (Note 3)	4,955	19,032	43,850		
Valuation loss on marketable and investment securities (Note 3)	(14)	(17)	(124		
Gain on sales of investments in unconsolidated subsidiaries and affiliates	24	-	212		
Loss on impairment of long-lived assets (Notes 5 and 6)	(8,646)	(448)	(76,513		
Litigation settlement	(1,000)	(101)	(8,850)		
Other—net	(503)	765	(4,452)		
Other (expenses) income—net	(2,555)	27,137	(22,611)		
INCOME BEFORE INCOME TAXES	108,525	39,803	960,398		
INCOME TAXES (Note 14):					
Current	33,389	7,172	295,478		
Deferred	2,370	15,530	20,973		
Total income taxes	35,759	22,702	316,451		
NET INCOME	72,766	17,101	643,947		
NET INCOME ATTRIBUTABLE TO NONCONTROLLING INTERESTS	(443)	(1,961)	(3,920		
NET INCOME ATTRIBUTABLE TO OWNERS OF THE PARENT	¥ 72,323	¥ 15,140	\$ 640,027		
	Ye	en	U.S. Dollars		
PER SHARE OF COMMON STOCK (Note 23):		1450			
Basic net income	¥ 69.66	¥ 14.58	\$ 0.616		
Cash dividends applicable to the year	12.00	5.00	0.106		

# **Consolidated Statement of Comprehensive Income**

KAJIMA Corporation and Consolidated Subsidiaries

	Years Ended March 31					
	Millions of Yen				Thousands of U.S. Dollars (Note 1)	
		2016		2015		2016
NET INCOME	¥	72,766	¥	17,101	\$	643,947
OTHER COMPREHENSIVE (LOSS) INCOME (Note 21):						
Unrealized (loss) gain on available-for-sale securities		(24,071)		35,235		(213,018)
Deferred loss on derivatives under hedge accounting		(160)		(30)		(1,416)
Revaluation surplus of land		1,144		2,657		10,124
Foreign currency translation adjustments		(6,212)		14,814		(54,973)
Defined retirement benefit plans (Note 12)		(2,069)		(648)		(18,310)
Share of other comprehensive income in unconsolidated subsidiaries						
and affiliates		1,155		124		10,221
Total other comprehensive (loss) income		(30,213)		52,152		(267,372)
COMPREHENSIVE INCOME	¥	42,553	¥	69,253	\$	376,575
TOTAL COMPREHENSIVE INCOME ATTRIBUTABLE TO:						
Owners of the parent	¥	42,135	¥	67,482	\$	372,876
Noncontrolling interests		418		1,771		3.699

# Consolidated Statement of Changes in Equity

KAJIMA Corporation and Consolidated Subsidiaries

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_	Thousands		Thousands Millions of Yen												
-											Accumula Compre Inco	hensive	er		
_	Outstanding Number of Shares of Common Stock		Common Stock		Capital Surplus		Retained Earnings		ireasury Stock	A	Inrealized Gain on Available- for-Sale Securities	L De und	eferred oss on rivatives er Hedge counting		
BALANCE, APRIL 1, 2014 (as previously reported)  Cumulative effect of accounting change(Note 2.I)	1,038,396	¥	81,447	¥	45,304	¥	148,740 4.430	¥	(6,227)	¥	71,425	¥	(418)		
BALANCE, APRIL 1, 2014 (as restated)	1,038,396		81,447		45,304		153,170		(6,227)		71,425		(418)		
Net income attributable to owners of the parent  Cash dividends paid:	_		_		_		15,140		-		_		-		
Final for prior year, ¥2.50 per share	_		_		_		(2,596)		_		-		_		
Interim for current year, ¥2.50 per share	_		_		_		(2,596)		_		_		_		
Adjustments of revaluation surplus of land	_		_		_		(13)		-		_		_		
Repurchase of treasury stock  Net change in the year	(76)								(36)		35,238		(81)		
BALANCE, MARCH 31, 2015	1,038,320		81,447		45,304		163,105		(6,263)		106,663		(499)		
Net income attributable to owners of the parent Cash dividends paid:	-		-		-		72,323		-		-		-		
Final for prior year, ¥2.50 per share	_		_		_		(2,596)		_		_		_		
Interim for current year, ¥3.00 per share	_		-		-		(3,115)		-		_		-		
Adjustments of revaluation surplus of land	_		-		-		1,782		-		_		-		
Repurchase of treasury stock	(69)		_		_		-		(44)		-		_		
Net change in the year		_				_		_		_	(24,075)		(226)		
BALANCE, MARCH 31, 2016	1,038,251	¥	81.447	¥	45.304	¥	231,499	¥	(6.307)	¥	82.588	¥	(725)		

						Millions	of Yen					
			Com	ulated Other prehensive ncome								
	Revalu Surpli Lar	us of	Ci	oreign urrency inslation ustments	Re:	efined tirement lenefit Plans		Total		controlling iterests		Total Equity
BALANCE, APRIL 1, 2014 (as previously reported) Cumulative effect of accounting change(Note 2.I)		18,165	¥	9,281	¥	514	¥	368,231 4,430	¥	(4,104)	¥	364,127 4,430
BALANCE, APRIL 1, 2014 (as restated)		18,165		9,281		514		372,661		(4,104)		368,557
Net income attributable to owners of the parent  Cash dividends paid:		-		-		_		15,140		-		15,140
Final for prior year, ¥2.50 per share		-		-		_		(2,596)		_		(2,596)
Interim for current year, ¥2.50 per share		2.669		-		_		(2,596) 2,656		_		(2,596) 2,656
Repurchase of treasury stock		2,007		_		_		(36)		_		(36)
Net change in the year				15,192		(663)		49,686		6,141		55,827
BALANCE, MARCH 31, 2015		20,834		24,473		(149)		434,915		2,037		436,952
Net income attributable to owners of the parent  Cash dividends paid:		-		-		-		72,323		-		72,323
Final for prior year, ¥2.50 per share		_		-		-		(2,596)		-		(2,596)
Interim for current year, ¥3.00 per share		_		_		_		(3,115)		_		(3,115)
Adjustments of revaluation surplus of land		(637)		_		_		1,145		_		1,145
Repurchase of treasury stock  Net change in the year		_		(4.987)		(2.045)		(44) (31.333)		720		(44)
Net change in the year			-	(4,707)		(2,043)		(31,333)		720		(30,013)
BALANCE, MARCH 31, 2016	¥	20,197	¥	19,486	¥	(2,194)	¥	471,295	¥	2,757	¥	474,052

# Year Ended March 31, 2016

						Thousands of U.S	. Dollars	(Note 1)				
										Accumulated Other Comprehensive Income		
	(	Common Stock		Capital Surplus		Retained Earnings		Treasury Stock	A	nrealized Gain on vailable- for-Sale securities	L De und	Deferred Loss on erivatives der Hedge accounting
BALANCE, MARCH 31, 2015	\$	720,770	\$	400,920	\$	1,443,407	\$	(55,425)	\$	943,920	\$	(4,416)
Net income attributable to owners of the parent		-		-		640,027		-		-		-
Final for prior year, \$0.022 per share		_		_		(22,974)		_		_		_
Interim for current year, \$0.027 per share		_		_		(27,566)		-		-		_
Adjustments of revaluation surplus of land		_		_		15,770				_		-
Repurchase of treasury stock		_		_		_		(389)		-		(0.000)
Net change in the year			_		_					(213,053)		(2,000)
BALANCE, MARCH 31, 2016	s	720.770	s	400.920	s	2.048.664	s	(55.814)	s	730.867	s	(6.416)

						Thous	ands	of U.S. Dollars (No	te 1)			
			Cor	nulated Other nprehensive Income								
		Surplus of Transle		Foreign Currency ranslation djustments	Defined Retirement Benefit Plans		Total		Noncontrolling Interests			Total Equity
BALANCE, MARCH 31, 2015	\$	184,372	\$	216,575	\$	(1,318)	\$	3,848,805	\$	18,027	\$	3,866,832
Net income attributable to owners of the parent Cash dividends paid:		-		-		-		640,027		-		640,027
Final for prior year, \$0.022 per share		(5,637) —		_ _ _ _ (44,133)		_ _ _ _ (18,098)		(22,974) (27,566) 10,133 (389) (277,284)		- - - - 6,371		(22,974) (27,566) 10,133 (389) (270,913)
BALANCE MARCH 31, 2016	s	178.735	s	172.442	s	(19.416)	s		s	24.398	s	

# **Consolidated Statement of Cash Flows**

KAJIMA Corporation and Consolidated Subsidiaries

	Years Ended March 3					1		
		Million	s of Yen			housands of Dollars (Note 1)		
		2016		2015		2016		
OPERATING ACTIVITIES:								
Income before income taxes	¥	108,525	¥	39,803	\$	960,398		
Adjustments for:	•	100,323	*	37,003	Ą	700,370		
Income taxes—paid		(6,758)		(24,951)		(59,80		
Depreciation and amortization		19,558		17,130		173,080		
Provision for doubtful accounts		1,197		611		10,59		
Foreign currency exchange loss		1,642		729		14.53		
Equity in earnings of unconsolidated subsidiaries and affiliates		, -				,		
Valuation loss on marketable and investment securities		(3,826) 14		(1,030) 17		(33,85 12		
Loss (gain) on sales or disposals of property and equipment—net		170		(156)				
19 / 11						1,50		
Gain on sales of marketable and investment securities—net		(4,955)		(19,032)		(43,85		
Loss on impairment of long-lived assets		8,646		448		76,51		
Gain on sales of investments in unconsolidated subsidiaries and affiliates		(24)		_		(21		
Changes in operating assets and liabilities:								
(Increase) decrease in receivables		(47,530)		27,977		(420,61		
Increase in inventories		(34,829)		(15,260)		(308,22		
(Decrease) increase in payables		(20,257)		73,042		(179,26		
Increase (decrease) in advances received		52,968		(24,951)		468,74		
Increase in accrued expenses		5,843		284		51,70		
Decrease in liability for retirement benefits		(1,010)		(519)		(8,93		
Increase in other assets		(16,920)		(14,676)		(149,73		
Decrease in other liabilities		(27,883)		(1,605)		(246,75		
Other-net		1,784		1,352		15,78		
Net cash provided by operating activities		36,355		59,213		321,72		
Payment for purchases of marketable and investment securities		(2,891) (1,851) 8,911		(3,868) — 23,964		(25,58 (16,38 78,85		
and affiliates		175		_		1,54		
Payment for purchases of property and equipment		(30,616)		(22,412)		(270,93		
Proceeds from sales of property and equipment		675		976		5,97		
Payment for purchase of intangible assets		(781)		(1,304)		(6,91		
Purchases of shares of subsidiaries resulting in change in scope of consolidation (Note 22)				(1,504)		(8,93		
Disbursements for loans		(1,010) (850)		(1,444)		(7,52		
		. ,		. ,		• .		
Proceeds from collection of loans		1,979		2,845		17,51		
Other-net		(3,906)		(12,944)		(34,56		
Net cash (used in) provided by investing activities		(27,801)	_	8,304		(246,02		
NANCING ACTIVITIES:				105.05.11				
Decrease in short-term borrowings—net		(27,472)		(25,054)		(243,11		
Issuance (repayment) of commercial paper—net		26,300		(300)		232,74		
Proceeds from issuance of long-term debt		24,965		22,105		220,92		
Repayment of long-term debt		(39,733)		(61,025)		(351,61		
Proceeds from issuance of bonds		10,000		_		88,49		
Repayment of finance lease obligations		(1,262)		(1,242)		(11,16		
Cash dividends paid		(5,711)		(5,192)		(50,54		
Other-net		(245)		(36)		(2,16		
Net cash used in financing activities		(13,158)		(70,744)		(116,44		
OREIGN CURRENCY TRANSLATION ADJUSTMENTS ON								
CASH AND CASH EQUIVALENTS		(3,142)		5,661		(27,80		
IET (DECREASE) INCREASE IN CASH AND CASH EQUIVALENTS		(7,746)		2,434		(68,54		
CASH AND CASH EQUIVALENTS, BEGINNING OF YEAR	_	242,557	_	240,123	_	2,146,52		
CASH AND CASH EQUIVALENTS, END OF YEAR	¥	234,811	¥	242,557	\$	2,077,97		
ANI AND SAVII EQUITALENTS, END OF TEACH		207,011	<u>-</u>	L7L,00/	7	2,017,		

# Notes to Consolidated Financial Statements

KAJIMA Corporation and Consolidated Subsidiaries Year Ended March 31, 2016

#### 1. BASIS OF PRESENTATION OF CONSOLIDATED FINANCIAL STATEMENTS

The accompanying consolidated financial statements of Kajima Corporation (the "Company") and its consolidated subsidiaries (together, the "Companies") have been prepared in accordance with the provisions set forth in the Japanese Financial Instruments and Exchange Act and its related accounting regulations and in accordance with accounting principles generally accepted in Japan ("Japanese GAAP"), which are different in certain respects as to the application and disclosure requirements of International Financial Reporting Standards ("IFRSs").

In preparing these consolidated financial statements, certain reclassifications and rearrangements have been made to the consolidated financial statements issued domestically in order to present them in a form which is more familiar to readers outside

The consolidated financial statements are stated in Japanese yen, the currency of the country in which the Company is incorporated and operates. The translations of Japanese yen amounts into U.S. dollar amounts are included solely for the convenience of readers outside Japan and have been made at the rate of ¥113 to \$1, the approximate rate of exchange at March 31, 2016. Such translations should not be construed as representations that the Japanese yen amounts could be converted into U.S. dollars at that or any other rate.

#### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

a. Consolidation - The consolidated financial statements as of March 31, 2016, include the accounts of the Company and its 101 (93 in 2015) significant subsidiaries.

Under the control and influence concepts, those companies in which the Company, directly or indirectly, is able to exercise control over operations are fully consolidated, and those companies over which the Companies have the ability to exercise significant influence are accounted for by the equity method.

Another 38 (38 in 2015) subsidiaries were not consolidated as they would not have a material effect on the accompanying consolidated financial statements.

All unconsolidated subsidiaries and 56 (59 in 2015) affiliates were accounted for using the equity method.

(The Company, its subsidiaries and affiliates are collectively referred to as the "Group".)

Goodwill, the excess of the cost of acquisition over the fair value of the net assets of an acquired subsidiary or affiliate at the date of acquisition, is amortized using the straight-line method over its useful life that goodwill is expected to have an effect.

All significant intercompany balances and transactions have been eliminated in consolidation. All material unrealized profit included in assets resulting from intercompany transactions is also eliminated.

As of March 31, 2016, the Company had 2 special purpose entities (2 in 2015) which were established and are being operated for the purpose of liquidation of real estate, and as such are not consolidated in accordance with Japanese GAAP. The total assets and liabilities of such special purpose entities were ¥42,507 million (\$376,168 thousand) and ¥42,499 million (\$376,097 thousand) as of March 31, 2016, and ¥42,844 million and ¥42,836 million as of March 31, 2015. The Company recognized lease payments of ¥3,239 million (\$28,664 thousand) and ¥3,244 million based on lease agreements of real estate for the years ended March 31, 2016 and 2015, respectively. The investment in anonymous associations was ¥5,751 million (\$50,894 thousand) and ¥5,716 million as of March 31, 2016 and 2015, respectively, and its related distributed profit was ¥1,279 million (\$11,319 thousand) and ¥1,378 million for the years ended March 31, 2016 and 2015, respectively.

The breakdown and changes of fully consolidated companies and companies accounted for using the equity method are summarized below:

- (1) Breakdown as of March 31, 2016
- 1) Number of consolidated subsidiaries
- Kajima Road Co., Ltd., Chemical Grouting Co., Ltd., Kajima Leasing Corporation, Kajima Mechatro Engineering Co., Ltd., Taiko Trading Co., Ltd., Kajima U.S.A. Inc. (KUSA) and its 27 subsidiaries, Kajima Europe Ltd. (KEL) and its 20 subsidiaries, Kajima Europe B.V. (KE) and its 1 subsidiary, Kajima Europe U.K. Holding Ltd. (KEUK) and its 5 subsidiaries, Kajima Overseas Asia Pte. Ltd. (KOA) and its 22 subsidiaries, Kajima Australia Pty. Ltd. (KA) and its 8 subsidiaries, and 7 subsidiaries of the Company
- 2) Number of unconsolidated subsidiaries accounted for using the equity method
- 3) Number of affiliates accounted for using the equity method
- (2) Changes for the year ended March 31, 2016
- 1) Newly consolidated companies
- 2) Companies excluded from consolidation
- ARTES Corporation, Japan Sea Works Co., Ltd. and 36 other companies
- - Katabami Kogyo Co., Ltd., Yaesu Book Center Co., Ltd. and 54 other companies
- 1 subsidiary of KUSA, 3 subsidiaries of KEL, and 6 subsidiaries of KA due to new establishment, acquisition of control and transfer from affiliates
- 1 subsidiary of KEL and 1 subsidiary of KEUK due to liquidation

- 3) Companies newly accounted for using the equity method
- 1 subsidiary of Kajima Road Co., Ltd., 1 affiliate of KEL and 1 affiliate of the Company due to new establishment and acauisition
- 4) Companies excluded from the equity method:
- 1 subsidiary and 5 affiliates due to liquidation, sales of shares and transfer to consolidated companies
- b. Unification of Accounting Policies Applied to Foreign Subsidiaries for the Consolidated Financial Statements Japanese accounting standards prescribe that the accounting policies and procedures applied to a parent company and its subsidiaries for similar transactions and events under similar circumstances should in principle be unified for the preparation of the consolidated financial statements. However, financial statements prepared by foreign subsidiaries in accordance with either IFRSs or accounting principles generally accepted in the United States of America ("U.S. GAAP") tentatively may be used for the consolidation process, except for the following items that should be adjusted in the consolidation process so that net income is accounted for in accordance with Japanese GAAP, unless they are not material: (1) amortization of goodwill; (2) scheduled amortization of actuarial gain or loss of pensions that has been recorded in equity through other comprehensive income; (3) expensing capitalized costs of research and development; and (4) cancellation of the fair value model of accounting for property, plant and equipment and investment properties and incorporation of the cost model of accounting.
- c. <u>Unification of Accounting Policies Applied to Foreign Affiliates for the Equity Method</u> Japanese accounting standards require adjustments to be made to conform the affiliate's accounting policies for similar transactions and events under similar circumstances to those of the parent company when the affiliate's financial statements are used in applying the equity method, unless it is impracticable to determine such adjustments. In addition, financial statements prepared by foreign affiliates in accordance with either IFRSs or U.S. GAAP tentatively may be used in applying the equity method if the following items are adjusted so that net income is accounted for in accordance with Japanese GAAP, unless they are not material: (1) amortization of goodwill; (2) scheduled amortization of actuarial gain or loss of pensions that has been recorded in equity through other comprehensive income; (3) expensing capitalized costs of research and development; and (4) cancellation of the fair value model of accounting for property, plant and equipment and investment properties and incorporation of the cost model of accounting
- d. Business Combinations On September 13, 2013, the Accounting Standards Board of Japan (the "ASBJ") issued revised ASBJ Statement No. 21, "Accounting Standard for Business Combinations", revised ASBJ Guidance No. 10, "Guidance on Accounting Standards for Business Combinations and Business Divestitures", and revised ASBJ Statement No. 22, "Accounting Standard for Consolidated Financial Statements".

Major accounting changes were as follows:

- (1) Transactions with noncontrolling interest
- A parent's ownership interest in a subsidiary might change if the parent purchases or sells ownership interests in its subsidiary. The carrying amount of noncontrolling interest is adjusted to reflect the change in the parent's ownership interest in its subsidiary while the parent retains its controlling interest in its subsidiary. Under the previous accounting standard, any difference between the fair value of the consideration received or paid and the amount by which the noncontrolling interest is adjusted is accounted for as an adjustment of goodwill or as profit or loss in the consolidated statement of income. Under the revised accounting standard, such difference is accounted for as capital surplus as long as the parent retains control over its subsidiary.
- (2) Presentation of the consolidated balance sheet
  - In the consolidated balance sheet, "minority interests" under the previous accounting standard is changed to "noncontrolling interests" under the revised accounting standard.
- (3) Presentation of the consolidated statement of income
- In the consolidated statement of income, "income before minority interests" under the previous accounting standard is changed to "net income" under the revised accounting standard, and "net income" under the previous accounting standard is changed to "net income attributable to owners of the parent" under the revised accounting standard.
- (4) Provisional accounting treatments for a business combination
- If the initial accounting for a business combination is incomplete by the end of the reporting period in which the business combination occurs, an acquirer shall report in its financial statements provisional amounts for the items for which the accounting is incomplete. Under the previous accounting standard, the impact of adjustments to provisional amounts recorded in a business combination on profit or loss is recognized as profit or loss in the year in which the measurement is completed. Under the revised accounting standard, during the measurement period, which shall not exceed one year from the acquisition, the acquirer shall retrospectively adjust the provisional amounts recognized at the acquisition date to reflect new information obtained about facts and circumstances that existed as of the acquisition date and that would have affected the measurement of the amounts recognized as of that date. Such adjustments shall be recognized as if the accounting for the business combination had been completed at the acquisition date.
- (5) Acquisition-related costs
- Acquisition-related costs are costs, such as advisory fees or professional fees, which an acquirer incurs to effect a business combination. Under the previous accounting standard, the acquirer accounts for acquisition-related costs by including them in the acquisition costs of the investment. Under the revised accounting standard, acquisition-related costs shall be accounted for as expenses in the periods in which the costs are incurred.

The above accounting standards for (1) transactions with noncontrolling interest, (2) presentation of the consolidated balance sheet, (3) presentation of the consolidated statement of income, and (5) acquisition-related costs are effective from the beginning of financial years beginning on or after April 1, 2015. Earlier application is permitted from the beginning of financial years beginning on or after April 1, 2014, except for (2) presentation of the consolidated balance sheet and (3) presentation of the consolidated statement of income. In the case of earlier application, all accounting standards above, except for (2) presentation of the consolidated balance sheet and (3) presentation of the consolidated statement of income, should be applied simultaneously.

Either retrospective or prospective application of the revised accounting standards for (1) transactions with noncontrolling interest and (5) acquisition-related costs is permitted. In retrospective application of the revised standards, the accumulated effects of retrospective adjustments for all (1) transactions with noncontrolling interest and (5) acquisition-related costs which occurred in the past shall be reflected as adjustments to the beginning balance of capital surplus and retained earnings for the year of the first-time application. In prospective application, the new standards shall be applied prospectively from the beginning of the year of the first-time application

The revised accounting standards for (2) presentation of the consolidated balance sheet and (3) presentation of the consolidated statement of income shall be applied to all periods presented in financial statements containing the first-time application of the revised standards.

The revised standards for (4) provisional accounting treatments for a business combination are effective for a business combination which occurs on or after the beginning of financial years beginning on or after April 1, 2015. Earlier application is permitted for a business combination which occurs on or after the beginning of financial years beginning on or after April 1, 2014.

The Company applied the revised accounting standards for (1), (2), (3) and (5) above, effective April 1, 2015, and (4) above for a business combination which occurred on or after April 1, 2015. The revised accounting standards for (1) and (5) were applied

With respect to (2) and (3), the applicable line items in the 2015 consolidated financial statements have been accordingly reclassified and presented in line with those in 2016.

The way of presentation has been changed with regard to the consolidated statement of cash flows, in order that cash flows for purchases or sales of ownership interests in a subsidiary without a change in consolidation scope might be presented under financing activities, and cash flows for acquisition-related costs might be presented under operating activities, for the year ended

The effect on consolidated financial statements and net income per share for the year ended March 31, 2016, was immaterial.

- e. Cash Equivalents Cash equivalents are short-term investments that are readily convertible into cash and that are exposed to insignificant risk of changes in value. Cash equivalents include time deposits and certificates of deposit, all of which mature or become due within three months of the date of acquisition.
- f. Inventories Construction projects in progress are stated at cost as determined on a specific project basis. Related general and administrative expenses and financial charges are principally excluded from such costs.

Japanese accounting standards require that inventories held for sale in the ordinary course of business be measured at the lower of cost or net selling value, which is defined as the selling price less additional estimated manufacturing costs and estimated direct selling expenses. The replacement cost may be used in place of the net selling value, if appropriate.

As a result, gross profit for the year ended March 31 2016, decreased by ¥428 million (\$3,788 thousand).

However, in the case of certain overseas subsidiaries, construction projects in progress, development projects in progress and real estate for sale are stated at cost, when not in excess of net realizable value.

- g. Capitalization of Interest Interest costs incurred for real estate development projects conducted by certain overseas subsidiaries have been capitalized as part of the development costs of such projects. Interest expenses capitalized were ¥212 million (\$1,876 thousand) and ¥145 million for the years ended March 31, 2016 and 2015, respectively.
- h. Marketable Securities, Operational Investments in Securities and Investments in Securities Marketable securities, operational investments in securities and investments in securities are classified and accounted for, depending on management's intent, as follows:
- [1] Trading securities, which are held for the purpose of earning capital gains in the near term, are reported at fair value, and the related unrealized gains and losses are included in earnings:
- (2) Held-to-maturity debt securities, for which there is a positive intent and ability to hold to maturity, are reported at amortized cost;
- (3) Available-for-sale securities, which are not classified as either of the aforementioned securities, are reported at fair value, with unrealized gains and losses, net of applicable taxes, reported in a separate component of equity.

All securities held by the Companies are classified as available-for-sale securities. The cost of securities sold is determined based on the moving-average method. Nonmarketable available-for-sale securities are stated at amortized cost or at cost determined by the moving-average method according to their nature. For other-than-temporary declines in fair value, available-for-sale securities are reduced to net realizable value by a charge to income.

i. <u>Property and Equipment</u> - Property and equipment are principally stated at cost, net of accumulated depreciation. Depreciation has been principally computed using the declining-balance method while the straight-line method is applied to buildings acquired after April 1, 1998.

The estimated useful lives for buildings and structures range from 2 to 50 years, and for machinery, equipment and other, range

However, in the accounts of certain overseas subsidiaries, depreciation is principally calculated using the straight-line method over the estimated useful lives of the respective assets.

Accumulated depreciation totaled ¥304,615 million (\$2,695,708 thousand) and ¥294,450 million as of March 31, 2016 and 2015,

j. Long-Lived Assets - The Companies review their long-lived assets for impairment whenever events or changes in circumstances indicate the carrying amount of an asset or asset aroup may not be recoverable. An impairment loss is recognized if the carrying amount of an asset or asset group exceeds the sum of the undiscounted future cash flows expected to result from the continued

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use and eventual disposition of the asset or asset group. The impairment loss would be measured as the amount by which the carrying amount of the asset exceeds its recoverable amount, which is the higher of the discounted cash flows from the continued use and eventual disposition of the asset or the net selling price at disposition.

- k. Allowance for Doubtful Accounts Allowance for doubtful accounts provided by the Company and its domestic consolidated subsidiaries is stated in amounts considered to be appropriate based on each company's past credit loss experience and an evaluation of potential losses in the receivables and others outstanding. However, the overseas consolidated subsidiaries provide for such possible losses using management's estimate.
- 1. Retirement Benefits The Company, its domestic consolidated subsidiaries and certain overseas consolidated subsidiaries have funded and/or unfunded retirement benefit plans covering their employees. In addition, the Company, certain domestic and overseas consolidated subsidiaries have defined contribution plans.

The liability for employees' retirement benefits is based on projected benefit obligations and plan assets at the balance sheet date in accordance with the accounting standard for employees' retirement benefits. The projected benefit obligations are attributed to periods on a benefit formula basis. Actuarial gains and losses are amortized on a straight-line basis over 10 years within the average remaining service period. Past service costs are amortized on a straight-line basis over 10 years within the average

On May 17, 2012, the ASBJ issued ASBJ Statement No. 26, "Accounting Standard for Retirement Benefits" and ASBJ Guidance No. 25, "Guidance on Accounting Standard for Retirement Benefits" (thereafter, Guidance No. 25 was partially amended on March 26, 2015), which replaced the Accounting Standard for Retirement Benefits that had been issued by the Business Accounting Council in 1998 with an effective date of April 1, 2000, and the other related practical guidance, and were followed by partial amendments from time to time through 2009.

- (1) Under the revised accounting standard, actuarial gains and losses and past service costs that are yet to be recognized in profit or loss are recognized within equity (accumulated other comprehensive income), after adjusting for tax effects, and any resulting deficit or surplus is recognized as a liability (liability for retirement benefits) or asset (asset for retirement benefits).
- (2) The revised accounting standard does not change how to recognize actuarial gains and losses and past service costs in profit or loss. Those amounts are recognized in profit or loss over a certain period no longer than the expected average remaining service period of the employees. However, actuarial gains and losses and past service costs that arose in the current period and have not yet been recognized in profit or loss are included in other comprehensive income, and actuarial gains and losses and past service costs that were recognized in other comprehensive income in prior periods and then recognized in profit or loss in the current period are treated as reclassification adjustments (see Note 21).
- (3) The revised accounting standard also made certain amendments relating to the method of attributing expected benefit to periods, the discount rate, and expected future salary increases.

This accounting standard for (1) and (2) above is effective from the end of financial years beginning on or after April 1, 2013, and for (3) above is effective from the beginning of financial years beginning on or after April 1, 2014, or from the beginning of financial years beginning on or after April 1, 2015, subject to certain disclosure in the previous financial year, all with earlier application being permitted from the beginning of financial years beginning on or after April 1, 2013. However, no retrospective application of this accounting standard to consolidated financial statements for prior financial years is required.

The Company applied the revised accounting standard for retirement benefits for (1) and (2) above, effective March 31, 2014, and for (3) above, effective April 1, 2014.

With respect to (3) above, the Company changed the method of attributing the expected benefit to periods from a straight-line basis to a benefit formula basis, the method of determining the discount rate from using the period which approximates the expected average remaining service period to using a single weighted-average discount rate reflecting the estimated timing and amount of benefit payment, and recorded the effect of (3) above as of April 1, 2014, in retained earnings. As a result, retained earnings as of April 1, 2014, increased by ¥4,430 million.

- m. Asset Retirement Obligations An asset retirement obligation is defined as a legal obligation imposed either by law or contract that results from the acquisition, construction, development and normal operation of a tangible fixed asset and is associated with the retirement of such tanaible fixed asset. The asset retirement obligation is recognized as the sum of the discounted cash flows required for the future asset retirement and is recorded in the period in which the obligation is incurred if a reasonable estimate can be made. If a reasonable estimate of the asset retirement obligation cannot be made in the period the asset retirement obligation is incurred, the liability should be recognized when a reasonable estimate of the asset retirement obligation can be made. Upon initial recognition of a liability for an asset retirement obligation, an asset retirement cost is capitalized by increasing the carrying amount of the related fixed asset by the amount of the liability. The asset retirement cost is subsequently allocated to expense through depreciation over the remaining useful life of the asset. Over time, the liability is accreted to its present value each period. Any subsequent revisions to the timing or the amount of the original estimate of undiscounted cash flows are reflected as an adjustment to the carrying amount of the liability and the capitalized amount of the related asset retirement cost.
- n. Construction Contracts Under Japanese accounting standards, construction revenue and construction costs should be recognized by the percentage-of-completion method if the outcome of a construction contract can be estimated reliably. When total construction revenue, total construction costs and the stage of completion of the contract at the balance sheet date can be reliably measured, the outcome of a construction contract is deemed to be estimated reliably. If the outcome of a construction contract cannot be reliably estimated, the completed-contract method should be applied. When it is probable that the total construction costs will exceed total construction revenue, an estimated loss on the contract should be immediately recognized by providing for a loss on construction contracts.

In the overseas consolidated subsidiaries, construction projects are principally recorded using the percentage-of-completion

method.

The revenues posted by way of the percentage-of-completion method for the years ended March 31, 2016 and 2015, were ¥1,439,174 million (\$12,736,053 thousand) and ¥1,330,679 million, respectively.

The Companies provided for foreseeable losses on a contract backloa which was recorded in other current liabilities. The accrual for foreseeable losses on the contract backlog was ¥49,113 million (\$434,628 thousand) and ¥60,416 million as of March 31, 2016 and 2015 respectively

- o. Costs of Research and Development and Debenture Issuance All research and development costs and debenture issuance costs are charged to income as incurred. Costs of research and development for the years ended March 31, 2016 and 2015, totaled ¥7.828 million (\$69.274 thousand) and ¥7.742 million, respectively.
- p. Leases Finance lease transactions are capitalized by recognizing lease assets and lease obligations in the balance sheet. All other leases are accounted for as operating leases.
- q. Bonuses to Directors Bonuses to directors are accrued at the end of the year to which such bonuses are attributable.
- r. Income Taxes The provision for income taxes is computed based on the pretax income included in the consolidated statement of income. The asset and liability approach is used to recognize deferred tax assets and liabilities for the expected future tax consequences of temporary differences between the carrying amounts and the tax bases of assets and liabilities. Deferred income taxes are measured by applying currently enacted income tax rates to the temporary differences.

The Company files a tax return under the consolidated corporate tax system, which allows companies to base tax payments on the combined profits or losses of the parent company and its wholly owned domestic subsidiaries.

- s. Foreign Currency Transactions All short-term and long-term monetary receivables and payables denominated in foreign currencies are translated into Japanese yen at the exchange rates as of the balance sheet date. The foreign exchange gains and losses from translation are recognized in the consolidated statement of income to the extent that they are not hedged by forward exchange contracts or currency swaps.
- t. Foreign Currency Financial Statements The balance sheet accounts and revenue and expense accounts of the overseas consolidated subsidiaries are translated into Japanese yen at the current exchange rates as of each balance sheet date except for equity, which is translated at the historical exchange rate

Differences arising from such translation are shown as "Foreign currency translation adjustments" under accumulated other comprehensive income in a separate component of equity.

u. Derivatives and Hedging Activities - The Companies use derivative financial instruments to manage their exposures to fluctuations in foreign exchange and interest rates. Foreign exchange forward contracts, currency swaps and interest rate swaps are principally utilized by the Companies to reduce the risks arising from the factors mentioned above. The Companies do not enter into derivatives for trading or speculative purposes.

Derivative financial instruments are classified and accounted for as follows:

- (1) All derivatives are recognized as either assets or liabilities and measured at fair value, and gains or losses on derivative transactions are recognized in the consolidated statement of income; and
- (2) For derivatives used for hedging purposes, if such derivatives qualify for hedge accounting because of high correlation and effectiveness between the hedging instruments and the hedged items, gains or losses on derivatives are deferred until maturity of the hedged transactions.

The derivative instruments applied for forecasted or committed transactions are measured at fair value, but the unrealized gains/losses are deferred until the underlying transactions are completed.

The monetary debts and credits denominated in foreign currencies for which foreign exchange forward contracts or currency swaps are used to hedge the foreign currency fluctuations, are translated at the contracted rate if the forward contracts or currency swaps qualify for hedge accounting.

Interest rate swaps, which qualify for hedge accounting and meet specific matching criteria, are not remeasured at market value, but the differential paid or received under the swap agreements is charged to income.

v. Per Share Information — Basic net income per share is computed by dividing net income attributable to common stockholders by the weighted-average number of common shares outstanding for the period, retroactively adjusted for stock splits

Diluted net income per share is not disclosed because the Companies did not have dilutive shares for the years ended March 31,

Cash dividends per share presented in the accompanying consolidated statement of income are dividends applicable to the respective financial years including dividends to be paid after the end of the year.

KAJIMA CORPORATION CORPORATE REPORT 2016

CORPORATE REPORT 2016 KAJIMA CORPORATION

#### 3. MARKETABLE SECURITIES, OPERATIONAL INVESTMENTS IN SECURITIES AND INVESTMENTS IN SECURITIES

Marketable securities, operational investments in securities and investments in securities as of March 31, 2016 and 2015, consisted of the following:

		Millions	of Yen			U.S. Dollars
	2016			2015		2016
Current:						
Government and corporate bonds	¥	51	¥	113	\$	451
Fund trusts and other		10,156		10,156		89,876
Total	¥	10,207	¥	10,269	\$	90,327
Non-Current: Equity securities	¥	226,948 1,327 7,733	¥	263,492 958 10,802	\$	2,008,389 11,743 68,434
Total	¥	236,008	¥	275,252	\$	2,088,566

The costs and aggregate fair values related to the category of the securities classified as available-for-sale as of March 31, 2016 and 2015, were as follows:

As of March 31, 2016	Millions of Yen										
			Į	Inrealized	U	nrealized	F	air Value			
		Cost		Gain		Loss	(Carr	ying Amount)			
Available-for-sale:											
Equity securities	¥	101,318	¥	120,560	¥	(2,200)	¥	219,678			
Government and corporate bonds		1,342		41		(5)		1,378			
Fund trusts and other		1,389		306	<u> </u>	(13)	-	1,682			
Total	*	104.049	¥	120.907	-	(2.218)	-	222.738			
As of March 31, 2015				Millions	of Yer	1					
			Į	Inrealized	U	nrealized	F	air Value			
		Cost		Gain		Loss	(Can	ying Amount)			
Available-for-sale:											
Equity securities	¥	99,890	¥	156,735	¥	(328)	¥	256,297			
Government and corporate bonds		1,034		39		(2)		1,071			
Fund trusts and other		1,329		291		(5)		1,615			
Total	¥	102,253	¥	157,065	¥	(335)	¥	258,983			
As of March 31, 2016				Thousands	of U.S. [	Dollars					
				Unrealized	U	Inrealized		Fair Value			
		Cost		Gain		Loss	(Car	rying Amount			
Available-for-sale:											
Equity securities	\$	896,620	\$	1,066,902	\$	(19,469)	\$	1,944,053			
Government and corporate bonds		11,876		363		(45)		12,194			
Fund trusts and other		12,292		2,708		(114)		14,886			
Total	Ś	920,788	Ś	1.069.973	Ś	(19.628)	<u>\$</u>	1.971.133			

The above figures include marketable equity securities temporarily lent to financial institutions based on securities lending agreements in the amount of ¥322 million (\$2,850 thousand) and ¥316 million as of March 31, 2016 and 2015, respectively.

The information for available-for-sale securities which were sold during the years ended March 31, 2016 and 2015, was as follows:

Year Ended March 31, 2016			Mil	lions of Yen		
	P	roceeds	Realized Gain		Realized Loss	
Available-for-sale: Equity securities		1,379 18	¥	774 0	¥	(19)
Fund trusts and other  Total	¥	7,261 8,658	¥	4,200 4,974	¥	(19)
Year Ended March 31, 2015			Mil	lions of Yen		
	P	roceeds	ı	Realized Gain		Realized Loss
Available-for-sale: Equity securities		22,658 31	¥	19,096	¥	(64) (0)
Total	¥	22,689	¥	19,096	¥	(64)
Year Ended March 31, 2016		Т	housar	nds of U.S. Dolla	rs	
	P	roceeds	ı	Realized Gain		Realized Loss
Available-for-sale: Equity securities Government and corporate bonds Fund trusts and other.		12,203 159 64,257	\$	6,850 0 37,168	\$	(168)
Total	\$	76,619	\$	44,018	\$	(168)

The impairment losses on available-for-sale securities were ¥14 million (\$124 thousand) and ¥17 million for the years ended March 31, 2016 and 2015, respectively.

#### 4. REVALUATION OF LAND

Under the "Law of Land Revaluation", the Company and a domestic consolidated subsidiary adopted a one-time revaluation of their own-use land in Japan to a value based on real estate appraisal information as of March 31, 2002.

The resulting land revaluation excess represents unrealized appreciation of land and is stated, net of income taxes, as a component of equity. Continuous readjustment is not permitted unless the land value subsequently declines significantly such that the amount of the decline in value should be removed from the land revaluation excess account and related deferred tax liabilities.

As of March 31, 2016, the carrying amount of the land after the above one-time revaluation exceeded the market value by ¥7,670 million (\$67,876 thousand).

#### 5. LONG-LIVED ASSETS

For the year ended March 31, 2016, the Company and a domestic consolidated subsidiary recognized losses on impairment of the following assets:

			Number of
Use	Type of assets	Location	assets
Assets used for business	Land, Buildings and structures	Saitama Prefecture and others	4
Idle properties	Land, Buildings and structures,	Kanagawa Prefecture	4
	Machinery, equipment and other	and others	

For purposes of evaluating and measuring impairment, assets used for business and idle properties are individually evaluated. The carrying amounts of certain assets used for business and idle properties were devalued to their recoverable amounts, due to substantial declines in their fair market value.

As a result, the Company and a domestic consolidated subsidiary recognized impairment losses of ¥8,646 million (\$76,513 thousand), which consisted of assets used for business of ¥5,387 million (\$47,672 thousand) and idle properties of ¥3,259 million (\$28,841 thousand) for the year ended March 31, 2016.

The recoverable amounts of such assets were measured at the anticipated net selling price at disposition. The Company and a domestic consolidated subsidiary principally used the appraisal value, less the cost of disposal, for calculating the net selling price at disposition.

For the year ended March 31, 2015, the Company and a domestic consolidated subsidiary recognized losses on impairment of the following assets:

			Number of
Use	Type of assets	Location	assets
Assets used for rent	Land, Buildings and structures	Nagano Prefecture	1
Idle properties	Land, Buildings and structures	Kanagawa Prefecture	1

For purposes of evaluating and measuring impairment, assets used for rent and idle properties are individually evaluated.

The carrying amounts of certain asset used for rent and idle property were devalued to their recoverable amounts, due to substantial declines in their fair market value and profitability.

As a result, the Company and a domestic consolidated subsidiary recognized impairment losses of ¥448 million, which consisted of asset used for rent of ¥223 million and idle property of ¥225 million for the year ended March 31, 2015.

The recoverable amounts of such assets were measured at the anticipated net selling price at disposition. The Company and a domestic consolidated subsidiary principally used the appraisal value, less the cost of disposal, for calculating the net selling price at disposition.

#### 6. INVESTMENT PROPERTY

The Company and consolidated subsidiaries own certain rental properties such as office buildings and commercial facilities in Tokyo, other areas in Japan and overseas (Indonesia, United Kingdom and others). The net of rental income and operating expenses for those rental properties was ¥8,557 million (\$75,726 thousand), loss on sales or disposals of property and equipment—net was ¥56 million (\$496 thousand) and loss on impairment of long-lived assets was ¥3,224 million (\$28,531 thousand) for the year ended March 31, 2016. The net of rental income and operating expenses for those rental properties was ¥8,852 million, loss on sales or disposals of property and equipment—net was ¥10 million and loss on impairment of long-lived assets was ¥448 million for the year ended March 31, 2015.

In addition, the carrying amounts, changes in such balances and fair values of such properties were as follows:

	Millions of Yen												
	Carrying amount Fair value												
As of	April 1, 2015	Increa	se/Decrease	As of	March 31, 2016	As of March 31, 201							
¥	162,019	¥	2,846	¥	164,865	¥	301,333						

	Millions of Yen											
Carrying amount Fair value												
As of April 1, 2014 Increase/Decrease				As of	March 31, 2015	As of	March 31, 2015					
¥	157,485	¥	4,534	¥	162,019	¥	272,224					

	moosanas of 0.5. Dollars									
Carrying amount							Fair value			
As c	of April 1, 2015	Incre	ase/Decrease	As of	March 31, 2016	As of	March 31, 2016			

#### Notes

- (1) Carrying amount recognized in the consolidated balance sheet is net of accumulated depreciation, if any.
- (2) Fair value of properties as of March 31, 2016 and 2015, was measured as follows:
- 1) Fair value of domestic properties is principally measured by the Companies in accordance with its Real Estate Appraisal Standard, including adjustments using indexes.
- 2) Fair value of overseas properties is principally measured by third-party appraisal reports.

# 7. LONG-TERM LOANS RECEIVABLE

 $Long-term\ loans\ receivable\ primarily\ consist\ of\ loans\ to\ business\ partners\ and\ customers\ of\ the\ Companies.$ 

# 8. PLEDGED ASSETS

As of March 31, 2016, the following assets of the Companies were pledged to secure the repayment of current portion of long-term debt of ¥6,343 million (\$56,133 thousand), other current liabilities of ¥36 million (\$319 thousand), long-term debt of ¥4,061 million (\$35,938 thousand) and other long-term liabilities of ¥454 million (\$4,018 thousand) and to assure the performance by the Companies under certain agreements.

			1111	ousarias or	
	Milli	ions of Yen	U.S. Dollars		
Notes and accounts receivable—trade	¥	1,029	\$	9,106	
Inventories:					
Development projects in progress, real estate for sale and other		20,178		178,567	
Other current assets		80		708	
Land		26		230	
Buildings and structures		357		3,159	
Investments in securities and Investments in unconsolidated subsidiaries					
and affiliates		919		8,133	
Long-term loans receivable and Long-term loans to unconsolidated subsidiaries					
and affiliates		1,261		11,159	
Total	¥	23,850	\$	211,062	

#### 9. SHORT-TERM BORROWINGS AND LONG-TERM DEBT

Short-term borrowings as of March 31, 2016 and 2015, mainly consisted of bank overdrafts. The weighted-average interest rates of short-term borrowings as of March 31, 2016 and 2015, were 0.70% and 0.78%, respectively.

Long-term debt as of March 31, 2016 and 2015, consisted of the following:

					Th	nousands of
	Millions of Yen					U.S. Dollars
	<b>2016</b> 2015			2016		
Long-term loans, due 2016 – 2073	¥	151,468	¥	156,116	\$	1,340,425
Corporate bonds, due 2016 – 2026		80,000		80,000		707,965
Lease obligations		3,374		3,456		29,858
Total		234,842		239,572		2,078,248
Current portion included in current liabilities		(39,054)		(38,224)		(345,611)
Total	¥	195,788	¥	201,348	\$	1,732,637

Long-term loans as of March 31, 2016 and 2015, were primarily from banks and insurance companies. The weighted-average interest rates of long-term loans as of March 31, 2016 and 2015, were 1.53% and 1.57%, respectively. The Company issues corporate bonds to meet its financial needs and the weighted-average interest rates for the outstanding balances of such corporate bonds as of March 31, 2016 and 2015, were 0.81% and 0.91%, respectively. Substantially all of the short-term and long-term loans from banks are made under agreements which, as is customary in Japan, provide that the bank may, under certain conditions, require the borrower to provide collateral (or additional collateral) or guarantors with respect to the loans, and that the bank may treat any collateral, whether furnished as security for short-term or long-term loans or otherwise, as collateral for all indebtedness to such bank. However, the Company and its domestic consolidated subsidiaries have never received such a request.

The aggregate annual maturities of long-term debt (including current portion) as of March 31, 2016, were as follows:

Year Ending			Th	nousands of	
March 31	Millions of Yen				
2017	¥	39,054	\$	345,611	
2018		44,854		396,938	
2019		50,077		443,159	
2020		13,882		122,850	
2021		31,535		279,071	
2022 and thereafter		55,440		490,619	
Total	¥	234,842	\$	2,078,248	
	¥		\$		

Several loan agreements include financial covenants primarily on net assets and interest-bearing debt.

The outstanding balances of such loans as of March 31, 2016 and 2015, were included in the consolidated balance sheet as follows:

Thousands of

		Millions	of Yer	1	U.S. Dollars
		2016		2015	2016
Long-term debt	¥	17,000	¥	17,000	\$ 150,442

In addition, the Company entered into committed loan facility agreements aggregating ¥150,000 million (\$1,327,434 thousand) with several Japanese banks. There was no outstanding balance under the committed loan facility agreements as of March 31, 2016.

#### 10. COMMERCIAL PAPER

Commercial paper was represented by 14- to 31-day paper issued by the Company with the weighted-average interest rate of 0.00% and 14- to 34-day paper with the weighted-average interest rate of 0.09% as of March 31, 2016 and 2015, respectively.

# 11. ADVANCES RECEIVED ON CONSTRUCTION PROJECTS IN PROGRESS

The Companies normally receive payments from customers on a progress basis in accordance with the terms of the respective construction contracts.

#### 12. RETIREMENT BENEFITS

The Company, its domestic consolidated subsidiaries and certain overseas consolidated subsidiaries have funded and/or unfunded defined benefit plans covering their employees. In addition, the Company, certain domestic and overseas consolidated subsidiaries have defined contribution plans.

Under the defined benefit pension plans (all funded), employees terminating their employment are entitled to either a lump-sum payment or an annuity, determined based on the rate of pay at the time of termination and years of service.

The severance lump-sum payment plans (which are mostly unfunded, except for a certain plan which is deemed to be funded where a consolidated subsidiary contributes qualified plan assets to an employee retirement benefit trust) provide for a lump-sum payment to terminated employees, determined based on accumulated points allocated each month according to an employee's job classification and performance, or on the rate of pay at the time of termination and years of service.

Certain consolidated subsidiaries account for their retirement benefit plans by using the simplified method.

#### a. Changes in defined benefit obligation

The changes in defined benefit obligation for the years ended March 31, 2016 and 2015, were as follows:

					Th	ousands of
	Millions of Yen					J.S. Dollars
	<b>2016</b> 2015				2016	
Balance at beginning of year (as previously reported)	¥	60,914	¥	67,139	\$	539,062
Cumulative effect of accounting change				(6,855)		_
Balance at beginning of year (as restated)		60,914		60,284		539,062
Current service cost		4,141		4,197		36,646
Interest cost		517		658		4,575
Actuarial losses		1,917		1,735		16,965
Benefits paid		(5,748)		(5,998)		(50,867)
Other		268		38		2,371
Balance at end of year	¥	62,009	¥	60,914	\$	548,752

Note: Retirement benefit plans accounted for by using the simplified method are excluded.

#### b. Changes in plan assets

The changes in plan assets for the years ended March 31, 2016 and 2015, were as follows:

					1111	ousarias oi
		Millions	n	U	I.S. Dollars	
		2016		2015		2016
Balance at beginning of year	¥	9,275	¥	8,689	\$	82,080
Expected return on plan assets		80		81		708
Actuarial (losses) gains		(632)		790		(5,593)
Contributions from the employer		141		160		1,248
Benefits paid		(416)		(445)		(3,682)
Balance at end of year	¥	8,448	¥	9,275	\$	74,761

Note: Retirement benefit plans accounted for by using the simplified method are excluded.

# c. Changes in net defined benefit liability accounted for by using the simplified method

The changes in net defined benefit liability accounted for by using the simplified method for the years ended March 31, 2016 and 2015, were as follows:

					Th	nousands of
	Millions of Yen					U.S. Dollars
		2016		2015	2016	
Balance at beginning of year	¥	1,505	¥	1,267	\$	13,319
Benefit cost		65		251		575
Benefits paid		(100)		(100)		(885)
Contributions from the funds		(45)		(110)		(398)
Loss on revision of retirement benefit plan		_		184		_
Other		(9)		13		(80)
Balance at end of year	¥	1,416	¥	1,505	\$	12,531

#### d. Reconciliation with the consolidated balance sheet

Reconciliation between the liability recorded in the consolidated balance sheet and the balances of defined benefit obligation and plan assets as of March 31, 2016 and 2015, was as follows:

					The	ousands of	
	Millions of Yen				U	.S. Dollars	
		2016		2015	2016		
Funded defined benefit obligation	¥	9,822	¥	11,290	\$	86,920	
Plan assets		(8,731)		(10,833)		(77,265)	
Total		1,091		457		9,655	
Unfunded defined benefit obligation		53,886		52,687		476,867	
Net liability for defined benefit obligation	¥	54,977	¥	53,144	\$	486,522	

		Millions	of Yen			ousands of I.S. Dollars
		2016		2015		2016
Liability for retirement benefits	¥	55,551	¥	53,698	\$	491,602
Asset for retirement benefits		(574)		(554)		(5,080)
Net liability for defined benefit obligation	¥	54,977	¥	53,144	\$	486,522
					_	

Notes: (1) Retirement benefit plans accounted for by using the simplified method are included.

(2) Asset for retirement benefits is included in "other" in investments and other assets in the consolidated balance sheet.

# e. Periodic benefit costs

The components of net periodic benefit costs for the years ended March 31, 2016 and 2015, were as follows:

		Millions	of Ye	n		ousands of S. Dollars
		2016	2015	2016		
Service cost	¥	4,141	¥	4,197	\$	36,646
Interest cost		517		658		4,575
Expected return on plan assets		(80)		(81)		(708)
Recognized actuarial gains		(84)		(16)		(743)
Amortization of prior service cost		(37)		(36)		(328)
Benefit cost in simplified method		65		251		575
Loss on revision of retirement benefit plan		_		184		_
Other		(33)		(4)		(291)
Net periodic benefit costs	¥	4,489	¥	5,153	\$	39,726

## f. Other comprehensive income

Amounts recognized in other comprehensive income (before income tax effect) in respect of defined retirement benefit plans for the years ended March 31, 2016 and 2015, were as follows:

					housands of
	Millions	n		U.S. Dollars	
	2016	2015 ¥ (37)			2016
¥	(37)	¥	(37)	\$	(328)
	(2,883)		(964)		(25,513)
¥	(2,920)	¥	(1,001)	\$	(25,841)
	*	2016 ¥ (37) (2,883)	2016 ¥ (37) ¥ (2,883)	¥ (37) ¥ (37) (2,883) (964)	Millions of Yen

g. Accumulated other comprehensive income

Amounts recognized in accumulated other comprehensive income (before income tax effect) in respect of defined retirement benefit plans as of March 31, 2016 and 2015, were as follows:

		Millions	of Yen		S. Dollars
		2016	2	2015	2016
Unrecognized prior service cost	¥	74	¥	111	\$ 655
Unrecognized actuarial losses		(3,124)		(241)	(27,646)
Total	¥	(3,050)	¥	(130)	\$ (26,991)

#### h. Plan assets

#### (1) Components of plan assets

Plan assets as of March 31, 2016 and 2015, consisted of the following:

	2016	2015
Equity investments	54 %	50 %
Debt investmensts	28	24
Cash and cash equivalents	9	19
General accounts with life insurance companies	6	5
Other	3	2
Total	100 %	100 %

# (2) Method of determining the expected rate of return on plan assets

The expected rate of return on plan assets is determined considering the long-term rates of return which are expected currently and in the future from the various components of the plan assets.

## i. Assumptions

Assumptions used for the years ended March 31, 2016 and 2015, were set forth as follows:

	2016	2015	
Discount rate	0.2% to 1.2%	0.2% to 1.4%	
Expected rate of return on plan assets	1.0% to 2.5%	1.0% to 2.5%	

# j. <u>Defined contribution pension plans</u>

The costs of defined contribution plans were ¥2,607 million (\$23,071 thousand) and ¥2,554 million as of March 31, 2016 and 2015, respectively.

# 13. EQUITY

Japanese companies are subject to the Companies Act of Japan (the "Companies Act"). The significant provisions in the Companies Act that affect financial and accounting matters are summarized below:

Under the Companies Act, companies can pay dividends at any time during the financial year in addition to the year-end dividend upon resolution at the stockholders' meeting. Additionally, for companies that meet certain criteria including: (1) having a Board of Directors; (2) having independent auditors; (3) having an Audit & Supervisory Board; and (4) the term of service of the directors being prescribed as one year rather than the normal two-year term by its articles of incorporation, the Board of Directors may declare dividends (except for dividends-in-kind) at any time during the financial year if the company has prescribed so in its articles of incorporation. However, the Company does not meet all the above criteria.

Semiannual interim dividends can be paid once a year upon resolution by the Board of Directors as stipulated in the articles of incorporation of the Company.

#### b. <u>Increases / decreases and transfer of common stock, reserve and surplus</u>

The Companies Act requires that an amount equal to 10% of dividends must be appropriated as a legal reserve (a component of retained earnings) or as additional paid-in capital (a component of capital surplus), depending on the equity account charged upon the payment of such dividends until the total of aggregate amount of legal reserve and additional paid-in capital equals 25% of the common stock. Under the Companies Act, the total amount of additional paid-in capital and legal reserve may be reversed without limitation. The Companies Act also provides that common stock, legal reserve, additional paid-in capital, other capital surplus and retained earnings can be transferred among the accounts within equity under certain conditions upon resolution of the stockholders.

#### c. Treasury stock and treasury stock acquisition rights

The Companies Act also provides for companies to purchase treasury stock and dispose of such treasury stock by resolution of the Board of Directors. The amount of treasury stock purchased cannot exceed the amount available for distribution to the stockholders which is determined by a specific formula.

Under the Companies Act, stock acquisition rights are presented as a separate component of equity.

#### 14. INCOME TAXES

The Company and its domestic subsidiaries are subject to Japanese national and local income taxes which, in the aggregate, resulted in a normal effective statutory tax rate of approximately 32.9% and 35.4% for the years ended March 31, 2016 and 2015, respectively.

The tax effects of significant temporary differences which resulted in deferred tax assets and liabilities as of March 31, 2016 and 2015. were as follows:

					Th	nousands of
	Millions of Yen					U.S. Dollars
		2016	2015			2016
Deferred tax assets:						
Liability for retirement benefits	¥	17,435	¥	17,786	\$	154,292
Provision for loss on construction contracts		15,072		19,633		133,381
Valuation loss on property and equipment		14,737		12,004		130,416
Valuation loss on inventories		10,646		11,248		94,212
Other		44,568		40,801		394,407
Subtotal		102,458		101,472		906,708
Valuation allowance		(21,431)		(17,206)		(189,655)
Total		81,027		84,266		717,053
Deferred tax liabilities:						
Unrealized gain on available-for-sale securities		(36,934)		(50,781)		(326,850)
Other		(6,131)		(6,239)		(54,256)
Total		(43,065)		(57,020)		(381,106)
Net deferred tax assets	¥	37,962	¥	27,246	\$	335,947

As of March 31, 2016, certain consolidated subsidiaries of the Company have tax loss carryforwards available to offset future taxable income, which will start expiring in 2017. As for the domestic consolidated subsidiaries, their tax loss carryforwards will gradually expire by 2025. Due to the uncertainty in the realization of such tax loss carryforwards, the Companies have established a valuation allowance to offset part of the related deferred tax assets in the amount of ¥1,678 million (\$14,850 thousand) and ¥1,674 million as of March 31, 2016 and 2015, respectively.

A reconciliation between the normal effective statutory tax rate and the actual effective tax rate reflected in the accompanying consolidated statement of income for the year ended March 31, 2016, is not disclosed, because the difference was not more than 5% of the normal effective statutory tax rate. Information for the year ended March 31, 2015, was as follows:

	2015
Normal effective statutory tax rate	35.4 %
Expenses not deductible for income tax purposes	3.5
Inhabitants' taxes	1.0
Difference of taxable income for enterprise tax	3.6
Difference of statutory tax rate between the Company	
and consolidated subsidiaries	(5.9)
Effect of tax rate reduction	16.7
Other—net	2.7
Actual effective tax rate	57.0 %

On March 29, 2016, new tax reform laws were enacted in Japan, which changed the normal effective statutory tax rate for the Company and its domestic subsidiaries from approximately 32.1% to 30.8% effective for the financial years beginning on April 1, 2016 and 2017, and from approximately 32.1% to 30.5% for the financial years beginning on or after April 1, 2018. The effect of these changes was to decrease net deferred tax assets by ¥1,286 million (\$11,381 thousand) and deferred tax liabilities on revaluation surplus of land by ¥1,144 million (\$10,124 thousand) and to increase accumulated other comprehensive income by ¥2,989 million (\$26,451 thousand) in the consolidated balance sheet as of March 31, 2016, and to increase income taxes—deferred by ¥3,130 million (\$27,699 thousand) in the consolidated statement of income for the year ended March 31, 2016.

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#### 15. BUSINESS COMBINATIONS

#### Year Ended March 31, 2016

Business Combination by Acquisition

# a. Outline of the business combination

(1) Name of acquired company and its business outline

Name of the acquired company: Icon Co Pty Ltd

Business outline: Construction business in Australia
Name of the acquired company: Icon Co Developments Pty Ltd

Business outline: Real estate development business in Australia

#### (2) Major reason for the business combination

The Company has assessed that Australia is a promising market showing a stable economic growth supported by the increasing population and sought for an optimal way of embarkation.

The Company determined to acquire the above two entities after it had reached the conclusion that the acquisition would lead to enhancing corporate value of the Company because the acquired companies, which have run the solid business in construction and real estate development market in Australia, have great potential to expand their business field and grow further with the global network, advanced technology and credit strength to be complemented by the Companies.

(3) Date of business combination

April 1, 2015

(4) Legal form of business combination

Share acquisition in consideration for cash

(5) Name of the company after the combination

Icon Co Ptv Ltd

Icon Co Developments Pty Ltd

(6) Ratio of voting rights acquired

70%

#### (7) Basis for determining the acquirer

It is based on the fact that consolidated subsidiaries of Kajima Australia Pty Ltd, a consolidated subsidiary of the Company, acquired 70% of voting rights by means of share acquisition in consideration for cash.

#### b. The period for which the operations of the acquired company are included in the consolidated financial statements

The operations of the acquired companies for the nine months from April 1, 2015 to December 31, 2015, were included in the consolidated statement of income for the year ended March 31, 2016, because the financial year end of the acquired companies is December 31 which differs by three months from that of the Company.

#### c. Acquisition cost of the acquired company and related details of each class of consideration

			T	housands of
	Mill	ions of Yen		U.S. Dollars
Consideration for acquisition—Cash	¥	2,586	\$	22,885
Acquisition cost	¥	2,586	\$	22,885

#### d. Major acquisition-related costs

Advisory fees to the lawyers and others: ¥ 122 million (\$1,079 thousand)

#### e. Amount of goodwill incurred, reasons for the goodwill incurred, and the method and period of amortization

(1) Amount of goodwill incurred

¥2,573 million (\$22,770 thousand)

#### (2) Reasons for the goodwill incurred

Goodwill was incurred from expected excess earnings power in the future arising from further business development.

## (3) Method and period of amortization

The goodwill is amortized on a straight-line basis over 5 years.

#### f. The assets acquired and the liabilities assumed

The assets acquired and the liabilities assumed at the acquisition date were as follows:

			inc	ousanas of
	Millio	ons of Yen	U.	S. Dollars
Current assets	¥	2,127	\$	18,823
Non-current assets		152		1,345
Total assets		2,279		20,168
Current liabilities		2,261		20,009
Total liabilities	¥	2,261	\$	20,009

#### g. Pro forma informatio

Pro forma information, assuming that the business combination had been completed on the beginning of the financial year, was omitted since the effects were immaterial.

# 16. RELATED PARTY TRANSACTIONS

During the financial year ended March 31, 2015, the Company recognized construction revenue of ¥16 million under a construction contract of the same amount with a director of the Company.

The contract was entered into on an arm's-length basis and in the normal course of business.

#### 17. LEASES

The Companies have a number of operating lease agreements, primarily for office space and computer equipment, which are renewable upon expiration and mainly cancelable.

#### a. Operating leases as a lessee

The minimum rental commitments under noncancelable operating leases as of March 31, 2016 and 2015, were as follows:

	Millions of Yen				Thousands of U.S. Dollars		
	2016		2015		2016		
Due within one year	¥	7,090	¥	7,981	\$	62,743	
Due after one year		50,003		28,960		442,505	
Total	¥	57,093	¥	36,941	S	505,248	

#### b. Operating leases as a lessor

The minimum rental receivables under noncancelable operating leases as of March 31, 2016 and 2015, were as follows:

					Th	nousands of
	Millions of Yen			U.S. Dollars		
		2016		2015		2016
Due within one year	¥	9,585	¥	9,121	\$	84,823
Due after one year		61,020		44,163		540,000
Total	¥	70.605	¥	53.284	S	624 823

#### 18. FINANCIAL INSTRUMENTS AND RELATED DISCLOSURES

#### a. Policy for financial instruments

The Companies use financial instruments, mainly loans from banks and bonds, based on their capital financing plan for construction and development business. Cash surpluses, if any, are invested in low risk financial assets such as deposits. As a matter of policy, the Companies only use derivatives for actual operating requirements, not for speculation.

#### b. Nature, extent of risks arising from financial instruments, and risk management for financial instruments

Receivables, such as notes and accounts receivable—trade, are exposed to customer credit risks. The Companies thoroughly enforce credit risk management, which principally includes credit research at the time of obtaining work and timely monitoring of credit standings.

Payment terms of payables, such as notes and accounts payable—trade, are within one year.

Although marketable securities and investments in securities are exposed to the risk of market price fluctuations, the Companies use the internal management system to recognize their fair values periodically.

Loans from banks, commercial paper and bonds are used to raise funds for construction and development business.

Derivatives mainly include foreign exchange forward contracts, currency swaps and interest rate swaps, which are used to manage exposure to market risks from changes in foreign currency exchange rates of future demand and collection of foreign-currency-denominated funds, and from changes in interest rates of loans from banks and bonds. Please see Note 19 for more details about derivatives.

In addition, the Company entered into committed loan facility agreements aggregating ¥150,000 million (\$1,327,434 thousand) with several Japanese banks to manage exposure to liquidity risks on raising funds.

#### c. Fair values of financial instruments

Fair values of financial instruments are based on quoted prices in active markets. If a quoted price is not available, other rational valuation techniques are used instead. Also, please see Note 19 for the details of fair value for derivatives.

#### (1) Fair value of financial instruments

The carrying amount, fair value and unrealized gain (loss) of financial instruments as of March 31, 2016 and 2015, were as follows. However, financial instruments whose fair value cannot be reliably determined are not included.

Millions of Yen							
	, 0	Fair		Unrealized			
	Amount		value	Ga	in (Loss)		
v	004 011	v	004 011	v			
. •	234,811	•	234,811	*	_		
	222 722		000 720				
			222,/38		_		
-							
			500 504		011		
	588,223		588,534		311		
	7.000		7.000				
			7,092		_		
	21,134						
					137		
_ <u>¥</u>	1,076,330	¥	1,076,778	¥	448		
. ¥	67,059	¥	67,059	¥	_		
	80,000		80,000		_		
	39,054		39,147		93		
	517,267		517,267		_		
	30,798		30,798		_		
	195,788		196,739		951		
	929,966	¥	931.010	¥	1.044		
	¥	222,738 588,657 (434) 588,223  7,092 21,134 9,003 (6,671) 23,466 ¥ 1,076,330  ¥ 67,059 80,000 39,054 517,267 30,798 195,788	Carrying Amount  234,811 ¥ 222,738 588,657 (434) 588,223  7,092 21,134 9,003 (6,671) 23,466 ¥ 1,076,330 ¥  4 67,059 80,000 39,054 517,267 30,798 195,788	Carrying Amount Value  234,811 ¥ 234,811  222,738 222,738  588,657 (434)  588,223 588,534  7,092 7,092 21,134  9,003 (6,671) 23,466 23,603 ¥ 1,076,330 ¥ 1,076,778  4 67,059 ¥ 67,059 80,000 80,000 39,054 39,147 517,267 517,267 30,798 30,798 195,788 196,739	Carrying Amount Value Ga  234,811 ¥ 234,811 ¥  222,738 222,738  588,657  (434)  588,223 588,534   7,092 7,092  21,134  7,092 7,092  21,134  9,003  (6,671)  23,466 23,603  ¥ 1,076,330 ¥ 1,076,778  ¥  67,059 ¥ 67,059 ¥  80,000 80,000  39,054 39,147  517,267 517,267  30,798 30,798  195,788 196,739		

	Millions of Yen								
		Carrying		Fair		realized			
As of March 31, 2015		Amount	Value		Gc	iin (Loss)			
ASSETS									
Cash and cash equivalents	¥	242,557	¥	242,557	¥	_			
Available-for-sale securities		258,983		258,983		_			
Notes and accounts receivable—trade		545,422							
Allowance for doubtful accounts		(1,998)							
		543,424		543,260		(164)			
Other current assets									
Time deposits due after three months									
of the date of acquisition		9,694		9,694		_			
Long-term loans receivable		21,272							
Long-term loans to unconsolidated subsidiaries									
and affiliates		9,058							
Allowance for doubtful accounts		(5,877)							
		24,453		24,524		71			
Total	¥	1.079.111	¥	1.079.018	¥	(93)			
LIABILITIES									
Short-term borrowings	¥	95.281	¥	95.281	¥	_			
Commercial paper		53,700		53.700		_			
Current portion of long-term debt		38.224		38.314		90			
Notes and accounts payable—trade		539,811		539,811		_			
Income taxes payable		4,125		4,125		_			
Long-term debt		201,348		202,571		1,223			
Total		932,489	¥	933,802	¥	1,313			

	Thousands of U.S. Dollars								
		Carrying		Fair	Unrealized				
As of March 31, 2016		Amount		Value	G	ain (Loss)			
ASSETS									
Cash and cash equivalents	\$	2,077,973	\$	2,077,973	\$	_			
Available-for-sale securities		1,971,133		1,971,133		_			
Notes and accounts receivable—trade		5,209,354							
Allowance for doubtful accounts		(3,841)							
		5,205,513		5,208,265		2,752			
Other current assets Time deposits due after three months									
of the date of acquisition		62,761		62,761		_			
Long-term loans receivable		187,027							
Long-term loans to unconsolidated subsidiaries		70.470							
and affiliates		79,673							
Allowance for doubtful accounts		(59,036)		000.07/		1.010			
Ψ. LI	_	207,664	_	208,876	_	1,212			
Total	\$	9,525,044	٥	9,529,008	\$	3,964			
LIABILITIES									
Short-term borrowings	\$	593,442	\$	593,442	\$	_			
Commercial paper		707,965		707,965		_			
Current portion of long-term debt		345,611		346,434		823			
Notes and accounts payable—trade		4,577,584		4,577,584		_			
Income taxes payable		272,549		272,549		_			
Long-term debt		1,732,637		1,741,053		8,416			
Total	S	8.229.788	S	8.239.027	S	9.239			

# **ASSETS**

Cash and cash equivalents and Other current assets (Time deposits due after three months of the date of acquisition)

The carrying amounts of cash and cash equivalents and other current assets (time deposits due after three months of the date of acquisition) approximate fair value because of their short maturities.

#### Marketable securities and investments in securities

The fair values of marketable securities and investments in securities, consisting of available-for-sale securities whose fair value can be reliably determined, are measured at the quoted market price of the stock exchange for the equity instruments, and at the quoted price obtained from the financial institution for certain debt instruments. Fair value information for marketable securities and investments in securities by classification is included in Note 3.

#### Notes and accounts receivable—trade

The carrying amounts of notes and accounts receivable—trade with short maturities approximate fair value.

The fair values of notes and accounts receivable—trade with maturities of over one year are measured at the amount to be received at maturity discounted at the Companies' assumed corporate discount rate with consideration for the remaining terms and credit risks.

## Long-term loans receivable and Long-term loans to unconsolidated subsidiaries and affiliates

The fair values of long-term loans receivable and long-term loans to unconsolidated subsidiaries and affiliates are principally measured by discounting the cash flows at the Companies' assumed corporate discount rate by adding the credit spread to the appropriate indexes such as the yield of government bonds. In addition, the fair values of certain doubtful long-term loans receivable are equivalent to the carrying amount after deduction of allowance for doubtful accounts quoted by the estimated amount to be received subject to collateral and guarantee.

#### LIABILITIES

# <u>Short-term borrowings, Commercial paper, Notes and accounts payable—trade and Income taxes payable</u>

The carrying amounts of short-term borrowings, commercial paper, notes and accounts payable—trade and income taxes payable approximate fair value because of their short maturities.

#### Current portion of long-term debt

The carrying amounts of the current portion of long-term loans approximate fair value because of their short maturities. The fair values of the current portion of long-term bonds are principally measured at market price.

#### Long-term debt

The carrying amounts of long-term loans with fluctuating interest rates approximate fair value because the variable interest rates reflect market rates in a short period of time and the credit standing of the Company is not substantially changed. The fair values of long-term loans with fixed interest rates are measured by discounting the cash flows related to the debt at the Companies' assumed corporate borrowing rate. In addition, the fair values of long-term bonds are principally measured at market price.

#### **DERIVATIVES**

Fair value information for derivatives is included in Note 19.

(2) Carrying amount of financial instruments whose fair value cannot be reliably determined

					11	iousarias oi
		Million	s of Ye	n	ı	J.S. Dollars
		2016		2015		2016
Investments in securities						
Available-for-sale:						
Equity securities	¥	7,271	¥	7,195	\$	64,345
Fund trusts and other		16,206		19,343		143,415
Investments in unconsolidated subsidiaries and affiliates		35,554		30,888		314,637
Total	¥	59,031	¥	57,426	\$	522,397

The carrying amounts mentioned above include the carrying amounts of operational investments in securities, whose fair value cannot be reliably determined, because there are no market prices.

# d. Maturity analysis for financial assets and securities with contractual maturities

				Millions	of Y	en		
				Due after		Due after		
				one year		five years		
		Due within		through		through		Due after
As of March 31, 2016	_	one year		five years	_	ten years		ten years
Cash and cash equivalents	¥	234,811	¥	_	¥	_	¥	_
Marketable securities and investments in securities								
Available-for-sale securities with contractual maturities								
Government and corporate bonds		51		783		508		_
Notes and accounts receivable—trade		546,579		23,840		17,380		858
Other current assets								
Time deposits due after three months								
of the date of acquisition		7,092		_		_		_
Long-term loans receivable		9		4,211		10,022		6,901
Long-term loans to unconsolidated subsidiaries				-		-		-
and affiliates		80		1.124		399		7.480
Total	¥	788,622	¥	29,958	¥	28.309	¥	15,239
				Thousands of	of U.S	. Dollars		
				Due after		Due after		
				one year		five years		
		Due within		through		through		Due after
As of March 31, 2016		one year	_	five years	_	ten years	_	ten years
Cash and cash equivalents	\$	2,077,973	\$	_	\$	_	\$	_
Marketable securities and investments in securities								
Available-for-sale securities with contractual maturities								
Government and corporate bonds		451		6,929		4,495		_
Notes and accounts receivable—trade		4,836,983		210,973		153,805		7,593
Other current assets								
Time deposits due after three months								
of the date of acquisition		62,761		_		_		_
Long-term loans receivable		80		37,266		88,691		61,070
Long-term loans to unconsolidated subsidiaries								
and affiliates		708		9,947		3,531		66,195
Total	\$	6,978,956	\$	265,115	\$	250,522	\$	134,858
			_					

Please see Note 9 for annual maturities of long-term debt.

# 19. DERIVATIVES

The Companies enter into derivative financial instruments ("derivatives"), including principally foreign exchange forward contracts, currency swap agreements and interest rate swap agreements.

The Companies do not hold or issue derivatives for trading or speculative purposes and it is the Companies' policy to use derivatives only for the purpose of reducing market risks and financing costs in accordance with internal regulations.

All derivative transactions are entered into to hedge interest and foreign currency exposures incorporated within the Companies' business. Accordingly, market risk in these derivatives is basically offset by opposite movements in the value of hedged assets or liabilities.

Because the counterparties to these derivatives are limited to major domestic or overseas financial institutions, the Companies do not anticipate any losses arising from credit risk.

# a. Derivative transactions to which hedge accounting is not applied

			Millions	s of Ye	en		
С	ontract	An	nount		Fair	Un	nrealized
A	mount	On	e Year		Value	Go	ain (Loss)
¥	197 1,272 3 468	¥	=	¥	(3) (10)	¥	(3) (10)
¥	4,937	¥		¥	(79)	¥	(79)
	¥	1,272 3,468	Contract due On	Contract Amount due after One Year  * 197 * - 1,272 - 3,468	Contract Amount due after One Year   ** 197 * - * 1,272 - * 3,468	Contract Amount due after Fair Amount One Year Value  * 197 * - * (3) 1,272 - (10) 3,468 - (66)	Contract Amount         Amount due after One Year         Fair Value         Un Go           ¥         197 ¥ - ¥ (3) ¥ (10)         (10)           3,468         - (66)         (66)

				Millions	of Ye	en		
				Contract				
				Amount				
		Contract		due after		Fair		Unrealized
As of March 31, 2015		Amount		One Year		Value		Gain (Loss)
Foreign exchange forward contracts								
Buying:								
Czech Koruna forward	¥	106	¥	_	¥	(1)	¥	(1)
Selling:								
Euro forward		5,894		_		(88)		(88)
Total	¥	6,000	¥	_	¥	(89)	¥	(89)
Interest rate swaps								
Pay—fix / Receive—float	¥	5,000	¥	_	¥	(115)	¥	(115)
Total	¥	5,000	¥	_	¥	(115)	¥	(115)

			Thousands o	of U.S.	Dollars	
			Contract			
			Amount			
	(	Contract	due after		Fair	Unrealized
As of March 31, 2016		Amount	One Year		Value	Gain (Loss)
Foreign exchange forward contracts						
Buying:						
Czech Koruna forward	\$	1,743	\$ _	\$	(27)	\$ (27)
Polish Zloty forward		11,257	_		(88)	(88)
Selling:						
Euro forward		30,690	_		(584)	(584)
Total	\$	43,690	\$ _	\$	(699)	\$ (699)

# b. Derivative transactions to which hedge accounting is applied

			Million	ot Ye	en		
As of March 31, 2016	Hedged item		Contract Amount		Contract Amount due after One Year		Fair Value
Foreign exchange forward contracts Buying: U.S. Dollar forward		¥	12	¥	_	¥	(1)
Total	payable—trade	¥	12	¥	_	¥	(1)
Interest rate swaps Pay—fix / Receive—float	Long-term	¥	70,718	¥	66,068	¥	(1,269)
Total		¥	70.718	¥	860.068	¥	(1.269)
			Million	s of Ye	en		
As of March 31, 2015	Hedged item		Contract Amount		Contract Amount due after One Year		Fair Value
Foreign exchange forward contracts Buying: U.S. Dollar forward	Accounts payable—trade	¥	9	¥	_	¥	0
Total		¥	9	¥	_	¥	0
Interest rate swaps Pay—fix / Receive—float	Long-term	¥	74,067	¥	68,567	¥	(867)
Total		¥	74,067	¥	68,567	¥	(867)
			Thousands o	of U.S.	Dollars		
As of March 31, 2016	Hedged item		Contract Amount		Contract Amount due after One Year		Fair Value
Foreign exchange forward contracts Buying: U.S. Dollar forward	Accounts payable—trade	\$	106	\$	_	\$	(9)
Total	. ,	\$	106	\$	_	\$	(9)
Interest rate swaps Pay—fix / Receive—float	Long-term	\$	625,823	\$	584,673	\$	(11,230)
Total		\$	625,823	\$	584,673	\$	(11,230)
			-,		,	<u> </u>	, , ,

The fair value of derivative transactions is measured at the quoted price obtained from the financial institution.

The contract amounts of derivatives which are shown in the above table do not represent the amounts exchanged by the parties and do not measure the exposure to credit or market risk.

#### 20. COMMITMENTS AND CONTINGENT LIABILITIES

As of March 31, 2016, contingent liabilities for loans guaranteed, including related items of a similar nature, amounted to ¥12,317 million (\$109,000 thousand). In addition, there is a contingent liability for collection of receivables for the Dubai Metro Project from the Roads & Transport Authority of Dubai, the United Arab Emirates, amounting to ¥16,235 million (\$143,673 thousand), which would be realized only upon the default of Dubai, the United Arab Emirates, due to its financial or national collapse.

# 21. OTHER COMPREHENSIVE (LOSS) INCOME

The components of other comprehensive (loss) income for the years ended March 31, 2016 and 2015, were as follows:

		Million	s of Yer	n		nousands of J.S. Dollars
	_	2016	01 101	2015	_	2016
Unrealized (loss) gain on available-for-sale securities:		2010		2010		2010
(Losses) gains arising during the year	¥	(38,128)	¥	65,665	\$	(337,416
Reclassification adjustments to profit or loss		(160)		(19,066)	Ÿ	(1,416
Amount before income tax effect		(38,288)		46,599	_	(338,832
Income tax effect		14,217		(11,364)		125,814
Total			¥	35,235	\$	(213,018
Deferred loss on derivatives under hedge accounting:						
Losses arising during the year		(400)	¥	(28)	\$	(3,540
Reclassification adjustments to profit or loss		174		(5)		1,540
Amount before income tax effect		(226)		(33)		(2,000
Income tax effect		66		3		584
Total	. <u>¥</u>	(160)	¥	(30)	\$	(1,416
Revaluation surplus of land:						
Adjustments arising during the year	. ¥	_	¥	_	\$	-
Reclassification adjustments to profit or loss		_		_		-
Amount before income tax effect	. —	_		_		_
Income tax effect		1,144		2,657		10,124
Total	¥	1,144	¥	2,657	\$	10,124
Foreign currency translation adjustments:						
Adjustments arising during the year	. ¥	(6,212)	¥	14,814	\$	(54,973
Reclassification adjustments to profit or loss						_
Amount before income tax effect		(6,212)		14,814		(54,973
Income tax effect		_				_
Total	¥	(6,212)	¥	14,814	\$	(54,973
Defined retirement benefit plans:						
Adjustments arising during the year	. ¥	(2,799)	¥	(945)	\$	(24,770
Reclassification adjustments to profit or loss		(121)		(56)		(1,071
Amount before income tax effect		(2,920)		(1,001)		(25,841
Income tax effect		851		353		7,531
Total	¥	(2,069)	¥	(648)	\$	(18,310
Share of other comprehensive income in unconsolidate	d					
subsidiaries and affiliates:						
Gains arising during the year	. ¥	1.077	¥	46	s	9,531
Reclassification adjustments to profit or loss		78	•	78	*	690
Total		1,155	¥	124	\$	10,221
		(30,213)	¥	52,152		(267,372
Total other comprehensive (loss) income	· <u>*</u>	(30,213)	Ŧ	JZ, I JZ	\$	(207,372

#### 22. SUPPLEMENTAL CASH FLOW INFORMATION

The components of assets acquired and liabilities assumed of consolidated subsidiaries which were acquired through a share acquisition during the year ended March 31, 2016, as well as a reconciliation between the acquisition cost and the payment for the acquisition were as follows:

			11	iousarias oi
	Millio	ons of Yen	l	J.S. Dollars
Current assets	¥	2,127	\$	18,823
Non-current assets		152		1,345
Goodwill		2,573		22,770
Current liabilities		(2,261)		(20,009)
Noncontrolling interests		(5)	_	(44)
Acquisition cost		2,586		22,885
Cash and cash equivalents of subsidiaries		(1,576)	_	(13,947)
Net Payment for acquisition	¥	1,010	\$	8,938

#### 23. NET INCOME PER SHARE

Basic net income per share ("EPS") for the years ended March 31, 2016 and 2015, was as follows:

	Ν	Aillions of	Thousand of				
		Yen	Shares		Yen	U.S	. Dollars
	Ne	et Income					
	At	tributable					
	to	Owners -					
		of the	Weighted-				
		Parent	Average Shares			EPS	
For the year ended March 31, 2016:							
Basic EPS							
Net income attributable to common stockholders	¥	72,323	1,038,282	¥	69.66	\$	0.616
For the year ended March 31, 2015:							
Basic EPS							
Net income attributable to common stockholders	¥	15,140	1,038,359	¥	14.58		

# 24. SUBSEQUENT EVENTS

# a. <u>Issuance of Unsecured Bonds</u>

The Board of Directors of the Company resolved at its meeting held on May 13, 2016, to issue unsecured bonds with the following terms and conditions:

1) 1330e di 1100111. Maximort of +20,000 million (\$170,771 modsana)	i ) Issue amount:	Maximum of ¥20,000 million (\$176,991 thousand)
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ii ) Maturity: 3 to 10 years

iii) Issue price: \$100 (\$0.885) for face value of \$100 (\$0.885) iv) Redemption price: \$100 (\$0.885) for face value of \$100 (\$0.885) v) Interest rate: Not more than yield of government bond plus 1.5%

vi) Interest payment: At the end of every six-month period

vii) Redemption schedule: Redemption at maturity

viii) Issue date: Any date between the date of resolution in the meeting of the Board of Directors and

March 31, 2017

ix) Use of proceeds:

Bond redemptions and working capital

In addition, the Board of Directors resolved that the General Manager of the Treasury Division (Senior Managing Director) of the Company be authorized to determine the issue amount, maturity, interest rate, issue date and other matters in accordance with the above terms and conditions.

# b. Appropriation of Retained Earnings

On June 28, 2016, the stockholders of the Company approved the appropriation of retained earnings to pay a dividend of ¥9.00 (\$0.080) per share (final for the year ended March 31, 2016) for a total amount of ¥9,359 million (\$82,823 thousand).

#### 25. SEGMENT INFORMATION

#### a. Segment Information

An entity is required to report financial and descriptive information about its reportable segments. Reportable segments are operating segments or aggregations of operating segments that meet specified criteria. Operating segments are components of an entity about which separate financial information is available and such information is evaluated regularly by the chief operating decision maker in deciding how to allocate resources and in assessing performance. Generally, segment information is required to be reported on the same basis as is used internally for evaluating operating segment performance and deciding how to allocate resources to operating segments.

#### (1) Description of reportable seaments

The Group's reportable segments are those for which separate financial information is available and regular evaluation by the board of directors of the Company is being performed in order to decide how resources are allocated among the Group and to assess performance of each reportable segment.

The Group operates in a wide and multilateral business. The Company organizes management divisions for each operating segment, such as civil engineering, building construction, real estate development and other, which strategize and develop their business. Also, the Company's domestic and overseas subsidiaries and affiliates cooperate with the Company to expand the range of the Cruz's business.

Therefore, the Group consists of five reportable segments as follows:

Civil Engineering: Building Construction:

Real Estate Development and Other:

Domestic Subsidiaries and Affiliates:

Overseas Subsidiaries and Affiliates:

Civil engineering in the construction business operated by the Company

Building construction in the construction business operated by the Company Urban, regional and other real estate development business, architectural, structural and other design business and engineering business operated by the Company

Sales of construction materials, special construction and engineering services, comprehensive leasing business, building rental business and others mainly in Japan operated by the domestic subsidiaries and affiliates

Construction business, real estate development business and others in overseas such as U.S.A., Europe, Asia and other areas operated by the overseas subsidiaries and affiliates

(2) Methods of measurement for the amounts of sales, profit (loss), assets, liabilities and other items for each reportable segment

The accounting policies of each reportable segment are consistent with those disclosed in Note 2, "Summary of Significant Accounting Policies". The profit (loss) of each reportable segment is measured by its operating income (loss). The contracts between the reportable segments are entered into on an arm's-length basis and in the normal course of business.

(3) Information about revenues, profit (loss), assets, liabilities and other items is as follows:

Year Ended March 31, 2016								Milli	ons	of Yen						
	Eı	Civil ngineering	С	Building Construction	De	eal Estate evelopment and Other	S	Domestic Jubsidiaries and Affiliates	S	Overseas ubsidiaries nd Affiliates		Total	Re	econciliations	C	Consolidated
Revenues:																
Sales to external customers	¥	307,965	¥	822,635	¥	32,767	¥	211,392	¥	367,942	¥	1,742,701	¥	_	¥	1,742,701
Intersegment sales or transfers.		_		1,462		1,318		153,246		21		156,047		(156,047)		_
Total	¥	307,965	¥	824,097	¥	34,085	¥	364,638	¥	367,963	¥	1,898,748	¥	(156,047)	¥	1,742,701
Segment profit	¥	28,847	¥	57,437	¥	693	¥	20,640	¥	7,503	¥	115,120	¥	(4,040)	¥	111,080
Other:																
Depreciation	¥	1,072	¥	2,870	¥	4,161	¥	4,849	¥	6,752	¥	19,704	¥	(146)	¥	19,558
Amortization of goodwill		-		_		_		_		386		386		· -		386

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Year Ended March 31, 2015				Milli	ons of Yen			
	Civil Engineering	Building Construction	Real Estate Development and Other	Domestic Subsidiaries and Affiliates	Overseas Subsidiaries and Affiliates	Total	Reconciliations	Consolidated
Revenues: Sales to external customers Intersegment sales or transfers .	¥ 276,431	¥ 776,838 4.003	¥ 80,983 2,759	¥ 219,289 147,185	¥ 340,117	¥ 1,693,658 153,970	¥ – (153,970)	¥ 1,693,658
•	¥ 276,431 ¥ (15,591)	¥ 780,841	¥ 83,742	¥ 366,474 ¥ 19,127	¥ 340,140 ¥ 11,172	¥ 1,847,628 ¥ 12,223	¥ (153,970) ¥ 443	¥ 1,693,658 ¥ 12,666
Other: Depreciation Amortization of goodwill	¥ 1,054	¥ 2,977	¥ 4,287	¥ 4,722 —	¥ 4,235	¥ 17,275	¥ (145) (626)	¥ 17,130 (626)
Year Ended March 31, 2016				Thousand	ds of U.S. Dollars			
	Civil Engineering	Building Construction	Real Estate Development and Other	Domestic Subsidiaries and Affiliates	Overseas Subsidiaries and Affiliates	Total	Reconciliations	Consolidated
Revenues: Sales to external customers Intersegment sales or transfers .	\$ 2,725,354 —	\$ 7,279,956 12,938	\$ 289,973 11,664	\$ 1,870,726 1,356,159	\$ 3,256,124 186	\$ 15,422,133 1,380,947	\$ — (1,380,947)	\$ 15,422,133
TotalSegment profit		\$ 7,292,894 \$ 508,292	\$ 301,637 \$ 6,133	\$ 3,226,885 \$ 182,655	\$ 3,256,310 \$ 66,398	\$ 16,803,080 \$ 1,018,761	\$ (1,380,947) \$ (35,752)	
Other: Depreciation Amortization of goodwill		\$ 25,398	,		,			

#### Notes:

- (1) The amount of reconciliations in segment profit (loss), which was loss of ¥4,040 million (\$35,752 thousand) and profit of ¥443 million for the years ended March 31, 2016 and 2015, respectively, mainly consists of the elimination of intersegment transactions.
- (2) Consolidated segment profit (loss) is equal to operating income in the consolidated statement of income.
- (3) Amortization of negative goodwill, which had been generated on or before March 31, 2010, was included in "Amortization of goodwill" for the year ended March 31, 2015.
- (4) Assets are not allocated to operating segments.

# b. Related Information

(1) Information about products and services

Year Ended March 31, 2016	Millions of Yen									
	Construction		Real Estate		Other			Total		
Sales to external customers	¥	1,581,043	¥	52,198	¥	109,460	¥	1,742,701		
Year Ended March 31, 2015				Millions	of Yer	n				
		Construction		Real Estate		Other		Total		
Sales to external customers	¥	1,480,107	¥	105,429	¥	108,122	¥	1,693,658		
Year Ended March 31, 2016		Thousands of U.S. Dollars								
		Construction		Real Estate		Other		Total		
Sales to external customers	\$	13,991,531	\$	461,929	\$	968,673	\$	15,422,133		

# (2) Information about geographical areas

#### 1) Revenues

					Million	s of Ye	n				
					20	)16					
	Japan	N	orth America		Europe		Asia	(	Other Areas		Total
¥	1,366,820	¥	202,626	¥	19,009	¥	122,387	¥	31,859	¥	1,742,701
					Millions	s of Ye	n				
					20	)15					
	Japan	Ν	orth America		Europe		Asia	(	Other Areas		Total
¥	1,367,542	¥	193,374	¥	23,073	¥	128,637	¥	(18,968)	¥	1,693,658
					Thousands o	of U.S.	Dollars				
					20	016	•				
	Japan	N	orth America		Europe		Asia		Other Areas		Total
₹	12 095 752	5	1 793 150	<u> </u>	148 221	5	1 083 071	\$	281 939	5	15 422 133

Note: Revenues are classified by country or region based on the location of customers.

#### 2) Property and equipment

-,	opony ana c	. qо.р			Million	of Yer	1				
					20	16					
	Japan	No	rth America		Europe		Asia	(	Other Areas		Total
¥	266,969	¥	9,766	¥	11,763	¥	62,064	¥	187	¥	350,749
					Million	of Yer	1				
					20	)15					
	Japan	No	rth America		Europe		Asia	(	Other Areas		Total
¥	272,802	¥	8,996	¥	4,309	¥	61,108	¥	7	¥	347,222
					Thousands of	of U.S. D	ollars				
					20	116					
	Japan	No	rth America		Europe		Asia	(	Other Areas		Total
\$	2,362,558	\$	86,425	\$	104,097	\$	549,239	\$	1,654	\$	3,103,973

#### c. Information about impairment losses of assets

		Millions	of Ye	n	S. Dollars
		2016		2015	2016
Impairment losses of assets	¥	8,646	¥	448	\$ 76,513

#### Notes:

- (1) Impairment losses of assets of ¥8,646 million (\$76,513 thousand) for the year ended March 31, 2016, consisted of assets used for business of ¥5,387 million (\$47,672 thousand) and idle properties of ¥3,259 million (\$28,841 thousand). Impairment losses of assets of ¥448 million for the year ended March 31, 2015, consisted of asset used for rent of ¥223 million and idle property of ¥225 million. Please see Note 5 for more details.
- (2) Impairment losses of assets are not allocated to operating segments.

# d. Information about goodwill

(1) Amortization of goodwill for the years ended March 31, 2016 and 2015

		Millions	of Yen		U.S. Dollars		
	2	2016	2015			2016	
Goodwill	¥	386	¥	11	\$	3,416	
Negative goodwill		_		637		-	

(2) Goodwill as of March 31, 2016 and 2015

		Millions	of Ye	en		S. Dollars
		2016		2015		2016
Goodwill	¥	2.187	¥		S	19.354

Notes:

(1) Negative goodwill was generated on or before March 31, 2010, mainly because of the share exchange to make Kajima Road Co., Ltd., a wholly owned subsidiary of the Company, and fully amortized by the end of financial year ended March 31, 2015.

(2) Goodwill and negative goodwill are not allocated to operating segments.

# **Independent Auditor's Report**

# Deloitte.

Deloitte Touche Tohmatsu LLC Shinagawa Intercity 2-15-3, Konan Minato-ku, Tokyo 108-6221

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#### INDEPENDENT AUDITOR'S REPORT

To the Board of Directors of Kajima Corporation:

We have audited the accompanying consolidated balance sheet of Kajima Corporation and its consolidated subsidiaries as of March 31, 2016, and the related consolidated statements of income, comprehensive income, changes in equity, and cash flows for the year then ended, and a summary of significant accounting policies and other explanatory information, all expressed in Japanese yen.

#### Management's Responsibility for the Consolidated Financial Statements

Management is responsible for the preparation and fair presentation of these consolidated financial statements in accordance with accounting principles generally accepted in Japan, and for such internal control as management determines is necessary to enable the preparation of consolidated financial statements that are free from material misstatement, whether due to fraud or error.

#### Auditor's Responsibility

Our responsibility is to express an opinion on these consolidated financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in Japan. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the entity's preparation and fair presentation of the consolidated financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by management, as well as evaluating the overall presentation of the consolidated financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion, the consolidated financial statements referred to above present fairly, in all material respects, the consolidated financial position of Kajima Corporation and its consolidated subsidiaries as of March 31, 2016, and the consolidated results of their operations and their cash flows for the year then ended in accordance with accounting principles generally accepted in Japan.

# Convenience Translation

Our audit also comprehended the translation of Japanese yen amounts into U.S. dollar amounts and, in our opinion, such translation has been made in accordance with the basis stated in Note 1 to the consolidated financial statements. Such U.S. dollar amounts are presented solely for the convenience of readers outside Japan.

Delatte Tonke Tohmatus LLC

Member of
Deloitte Touche Tohmatsu Limited