

Appendix to First Quarter Financial Results for Fiscal Year Ending March 31, 2019

August 7, 2018



OBAYASHI CORPORATION

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Disclaimer: This "Appendix to the Financial Results" is the English version of the Japanese "Kessan Setsumei Shiryo" released on August 7, 2018. It was translated into English and presented solely for the convenience of users who are not familiar with Japanese. If there is any discrepancy between Japanese "Kessan Setsumei Shiryo" and this document, the Japanese "Kessan Setsumei Shiryo" will prevail. This document includes forward-looking statements based on the information available at the time the Japanese "Kessan Setsumei Shiryo" was released. Actual results may vary from the forward-looking statements contained herein due to various factors. Obayashi Corporation (non-consolidated) is called the "Company" in these materials.

1. Summary of Consolidated and Non-consolidated Financial Results

(Rounded down to the nearest million yen)

(1) Consolidated Summary of First Quarter Results for Fiscal Year ending March 31, 2019 (April 1, 2018 - June 30, 2018)

① Consolidated Business Results

(Percentages indicate the percentage year on year change)

	Net Sales		Operating Income		Ordinary Income		Profit attributable to owners of parent	
	(Unit: Million yen)	%	(Unit: Million yen)	%	(Unit: Million yen)	%	(Unit: Million yen)	%
1st Quarter of FY ending Mar. 31, 2019	437,307	(0.4)	23,075	(7.3)	25,941	(4.4)	17,924	(5.5)
1st Quarter of FY ended Mar. 31, 2018	439,044	9.2	24,897	8.3	27,121	16.0	18,976	19.0

(Note) Comprehensive income : [1Q, FY ending March 31, 2019] 20,885 million yen, (43.0)% ; [1Q, FY ended March 31, 2018] 36,659 million yen, —%

	Profit attributable to owners of parent per Share (EPS)
	(Unit: Yen)
1st Quarter of FY ending Mar. 31, 2019	24.97
1st Quarter of FY ended Mar. 31, 2018	26.44

② Consolidated Financial Position

	Total Assets	Net Assets	Equity Ratio	Net Assets per Share
	(Unit: Million yen)	(Unit: Million yen)	%	(Unit: Yen)
As of June 30, 2018	2,049,452	722,111	34.0	969.56
As of March 31, 2018	2,129,027	711,525	32.2	954.05

(For reference) Equity (net assets less non-controlling interests) : [As of June 30, 2018] 695,972 million yen ; [As of March 31, 2018] 684,836 million yen

* Partial Amendments to Accounting Standard for Tax Effect Accounting, etc. (ASBJ Statement No. 28, February 16, 2018) has been applied from this first quarter. These figures include the impact of retrospective application for the previous fiscal year.

(2) Consolidated Forecast for Fiscal Year ending March 31, 2019 (April 1, 2018 - March 31, 2019)

(Percentages indicate the percentage year on year change)

	Net Sales		Operating Income		Ordinary Income		Profit attributable to owners of parent		Profit attributable to owners of parent per Share
	(Unit: Million yen)	%	(Unit: Million yen)	%	(Unit: Million yen)	%	(Unit: Million yen)	%	(Unit: Yen)
First Half (April-September 2018)	960,000	4.6	65,000	4.2	68,000	3.0	46,000	(4.9)	64.08
Full Year	1,970,000	3.6	139,000	0.9	144,500	0.4	98,000	5.8	136.52

* The consolidated forecasts for the full year were not revised during the first quarter.

(3) Non-consolidated Summary of First Quarter Results for Fiscal Year ending March 31, 2019 (April 1, 2018 - June 30, 2018)

① Non-consolidated Business Results

(Percentages indicate the percentage year on year change)

	Net Sales		Operating Income		Ordinary Income		Profit		Profit per Share
	(Unit: Million yen)	%	(Unit: Million yen)	%	(Unit: Million yen)	%	(Unit: Million yen)	%	(Unit: Yen)
1st Quarter of FY ending Mar. 31, 2019	291,075	(5.8)	16,676	(13.3)	22,923	(0.1)	17,069	0.6	23.78
1st Quarter of FY ended Mar. 31, 2018	308,843	9.9	19,227	10.6	22,955	20.7	16,974	20.7	23.65

② Non-consolidated Financial Position

	Total Assets	Net Assets	Equity Ratio	Net Assets per Share
	(Unit: Million yen)	(Unit: Million yen)	%	(Unit: Yen)
As of June 30, 2018	1,523,898	578,903	38.0	806.48
As of March 31, 2018	1,582,902	568,221	35.9	791.59

(Reference) Equity (net assets less non-controlling interests) : [As of June 30, 2018] 578,903 million yen ; [As of March 31, 2018] 568,221 million yen

* Partial Amendments to Accounting Standard for Tax Effect Accounting, etc. (ASBJ Statement No. 28, February 16, 2018) has been applied from this first quarter. These figures include the impact of retrospective application for the previous fiscal year.

(4) Non-consolidated Forecast Fiscal Year ending March 31, 2019 (April 1, 2018 - March 31, 2019)

(Percentages indicate the percentage year on year change)

	Net Sales		Operating Income		Ordinary Income		Profit		Profit per Share (EPS)
	(Unit: Million yen)	%	(Unit: Million yen)	%	(Unit: Million yen)	%	(Unit: Million yen)	%	(Unit: Yen)
First Half (April-September 2018)	649,000	1.4	53,000	5.1	59,000	5.7	41,000	(0.2)	57.12
Full Year	1,330,000	2.8	111,000	1.2	121,000	2.7	84,000	4.1	117.02

* The consolidated forecasts for the full year were not revised during this first quarter.

(5) Dividends

	Dividend per Share (Unit : yen)					Total dividends paid (full year)	Dividend Payout Ratio (Consolidated)	Dividends-Net Assets Ratio (Consolidated)
	End of 1Q	End of 2Q	End of 3Q	End of 4Q	Total			
FY ended Mar. 31, 2018	—	14.00	—	14.00	28.00	(Unit: Million yen) 20,105	% 21.7	% 3.1
FY ending Mar. 31, 2019 (including Forecast)	—	14.00	—	14.00	28.00		20.5	

* The consolidated forecasts for the full year were not revised during this first quarter.

2. Consolidated and Non-consolidated Financial Highlights

(1) First Quarter Results for Fiscal Year Ending March 31, 2019 (YoY Comparison)

(Unit: 100 Million yen)

	Consolidated						Non-consolidated					
	Result April 1, 2017 - June 30, 2017		Result April 1, 2018 - June 30, 2018		Variance	Variance rate (%)	Result April 1, 2017 - June 30, 2017		Result April 1, 2018 - June 30, 2018		Variance	Variance rate (%)
Net sales of completed construction contracts	%	4,231	%	4,117	(113)	(2.7)	%	3,056	%	2,867	(188)	(6.2)
┌ Building Construction		—		—	—	—		2,392		2,206	(185)	(7.8)
└ Civil Engineering		—		—	—	—		664		661	(2)	(0.4)
Gross profit on completed construction contracts	10.3	435	10.1	415	(20)	(4.7)	11.6	354	11.0	316	(37)	(10.6)
┌ Building Construction		—		—	—	—	10.6	253	9.7	213	(39)	(15.7)
└ Civil Engineering		—		—	—	—	15.1	100	15.6	102	2	2.3
Net sales of real estate business and other		159		255	96	60.2		32		42	10	33.8
Gross profit on real estate business and other	31.3	49	21.6	55	5	10.8	24.2	7	33.4	14	6	84.7
Net sales		4,390		4,373	(17)	(0.4)		3,088		2,910	(177)	(5.8)
Gross profit	11.1	485	10.8	470	(15)	(3.1)	11.7	361	11.4	330	(30)	(8.6)
Selling, general and administrative expenses	5.4	236	5.5	239	2	1.2	5.5	169	5.7	164	(5)	(3.2)
(Personnel expenses)		145		138	(7)			104		92	(12)	
(Others)		91		101	10			65		71	6	
Operating Income	5.7	248	5.3	230	(18)	(7.3)	6.2	192	5.7	166	(25)	(13.3)
Non-operating income		33		34	1	3.7		41		66	24	58.3
Non-operating expenses		10		5	(5)	(48.1)		4		3	0	(18.5)
(interests received/paid and dividend income - net)		24		27	3			37		59	21	
Ordinary income	6.2	271	5.9	259	(11)	(4.4)	7.4	229	7.9	229	(0)	(0.1)
Extraordinary income		0		0	(0)	(11.5)		0		0	0	—
Extraordinary loss		4		1	(3)	(78.3)		2		0	(2)	(87.6)
Income before income taxes	6.1	267	5.9	259	(8)	(3.1)	7.3	226	7.9	229	2	1.1
Total income taxes		72		77	4	6.8		57		58	1	2.7
Profit		195		181	(13)	(6.8)		—		—	—	—
Profit attributable to non-controlling interests (deduction)		5		2	(2)	(50.1)		—		—	—	—
Profit attributable to owners of parent (Non-consolidated: Profit)	4.3	189	4.1	179	(10)	(5.5)	5.5	169	5.9	170	0	0.6

Orders received

(Unit: 100 Million yen)

	Consolidated					Non-consolidated						
	Result April 1, 2017 - June 30, 2017		Result April 1, 2018 - June 30, 2018		Variance	Variance rate (%)	Result April 1, 2017 - June 30, 2017		Result April 1, 2018 - June 30, 2018		Variance	Variance rate (%)
Building Construction		2,685		3,750	1,065	39.7		2,126		2,378	252	11.9
(Domestic)		2,247		2,512	265	11.8		2,119		2,370	250	11.8
(Overseas)		438		1,237	799	182.3		6		8	1	24.1
Civil Engineering		1,064		1,042	(22)	(2.1)		852		646	(205)	(24.2)
(Domestic)		1,042		760	(281)	(27.0)		849		591	(258)	(30.4)
(Overseas)		22		281	259	—		2		54	52	—
Construction Total		3,749		4,792	1,042	27.8		2,978		3,024	46	1.6
(Domestic)		3,289		3,273	(16)	(0.5)		2,969		2,962	(7)	(0.2)
(Overseas)		460		1,519	1,059	230.0		8		62	53	612.2
Real Estate Business and Other		159		190	30	19.4		32		46	14	46.3
Total orders received		3,909		4,982	1,073	27.5		3,010		3,071	61	2.0

Interest-bearing debt balances

(Unit: 100 Million yen)

	Consolidated				Non-consolidated			
	March 31, 2018	June 30, 2018	Variance	Variance rate (%)	March 31, 2018	June 30, 2018	Variance	Variance rate (%)
Interest-bearing debt (except nonrecourse loans)	1,847	1,529	(318)	(17.2)	1,378	1,076	(301)	(21.9)
Nonrecourse loans	920	905	(14)	(1.6)	—	—	—	—
Interest-bearing debt total	2,767	2,434	(332)	(12.0)	1,378	1,076	(301)	(21.9)

(2) Forecasts for the First Half of Fiscal Year ending March 31, 2019 (YoY Comparison)

(Unit: 100 Million yen)

	Consolidated						Non-consolidated					
	Result April 1, 2017 - September 30, 2017		Forecast April 1, 2018 - September 30, 2018		Variance	Variance rate (%)	Result April 1, 2017 - September 30, 2017		Forecast April 1, 2018 - September 30, 2018		Variance	Variance rate (%)
Net sales of completed construction contracts	%	8,834	%	9,150	315	3.6	%	6,334	%	6,400	65	1.0
┌ Building Construction		—		—	—	—		4,971		4,880	(91)	(1.8)
└ Civil Engineering		—		—	—	—		1,363		1,520	156	11.5
Gross profit on completed construction contracts	11.2	989	11.1	1,020	30	3.1	12.9	819	13.1	840	20	2.4
┌ Building Construction		—		—	—	—	11.9	591	12.3	600	8	1.5
└ Civil Engineering		—		—	—	—	16.8	228	15.8	240	11	4.9
Net sales of real estate business and other		340		450	109	32.2		67		90	22	32.5
Gross profit on real estate business and other	30.8	104	22.2	100	(4)	(4.6)	25.6	17	22.2	20	2	15.1
Net sales		9,174		9,600	425	4.6		6,402		6,490	87	1.4
Gross profit	11.9	1,094	11.7	1,120	25	2.4	13.1	837	13.3	860	22	2.7
Selling, general and administrative expenses	5.1	470	4.9	470	(0)	(0.1)	5.2	333	5.1	330	(3)	(1.0)
(Personnel expenses)		288		270	(18)			204		190	(14)	
(Others)		181		200	18			128		140	11	
Operating Income	6.8	623	6.8	650	26	4.2	7.9	504	8.2	530	25	5.1
Non-operating income		54		45	(9)	(17.6)		62		70	7	11.8
Non-operating expenses		17		15	(2)	(15.7)		8		10	1	15.3
(interests received/paid and dividend income - net)		36		30	(6)			52		65	12	
Ordinary income	7.2	660	7.1	680	19	3.0	8.7	558	9.1	590	31	5.7
Extraordinary income		25		—	(25)	(100.0)		20		—	(20)	(100.0)
Extraordinary loss		7		—	(7)	(100.0)		8		—	(8)	(100.0)
Income before income taxes	7.4	678	7.1	680	1	0.2	8.9	569	9.1	590	20	3.6
Total income taxes		186		210	23	12.4		158		180	21	13.4
Profit		491		470	(21)	(4.4)		—		—	—	—
Profit attributable to non-controlling interests (deduction)		8		10	1	24.7		—		—	—	—
Profit attributable to owners of parent (Non-consolidated: Profit)	5.3	483	4.8	460	(23)	(4.9)	6.4	410	6.3	410	(0)	(0.2)

Note: Forecasts were not revised during this first quarter.

Orders received

(Unit: 100 Million yen)

	Consolidated				Non-consolidated							
	Result April 1, 2017 - September 30, 2017		Forecast April 1, 2018 - September 30, 2018		Variance	Variance rate (%)	Result April 1, 2017 - September 30, 2017		Forecast April 1, 2018 - September 30, 2018		Variance	Variance rate (%)
Building Construction	6,277		6,700		422	6.7	4,306		4,300		(6)	(0.1)
(Domestic)	4,518		4,600		81	1.8	4,231		4,300		68	1.6
(Overseas)	1,759		2,100		340	19.4	74		—		(74)	(100.0)
Civil Engineering	2,250		2,300		49	2.2	1,707		1,600		(107)	(6.3)
(Domestic)	2,094		1,800		(294)	(14.1)	1,593		1,400		(193)	(12.1)
(Overseas)	155		500		344	221.7	114		200		85	75.2
Construction Total	8,527		9,000		472	5.5	6,013		5,900		(113)	(1.9)
(Domestic)	6,613		6,400		(213)	(3.2)	5,824		5,700		(124)	(2.1)
(Overseas)	1,914		2,600		685	35.8	188		200		11	5.9
Real Estate Business and Other	316		400		83	26.2	67		100		32	47.2
Total orders received	8,844		9,400		555	6.3	6,081		6,000		(81)	(1.3)

Note: Forecasts were not revised during this first quarter.

(3) Forecasts for Fiscal Year ending March 31, 2019 (YoY Comparison)

(Unit: 100 Million yen)

	Consolidated					Non-consolidated						
	Result April 1, 2017 - March 31, 2018		Forecast April 1, 2018 - March 31, 2019		Variance	Variance rate (%)	Result April 1, 2017 - March 31, 2018		Forecast April 1, 2018 - March 31, 2019		Variance	Variance rate (%)
Net sales of completed construction contracts	%	18,209	%	18,730	520	2.9	%	12,764	%	13,100	335	2.6
Building Construction		—		—	—	—		9,889		10,200	310	3.1
Civil Engineering		—		—	—	—		2,874		2,900	25	0.9
Gross profit on completed construction contracts	11.7	2,125	11.4	2,135	9	0.4	13.6	1,739	13.3	1,740	0	0.0
Building Construction		—		—	—	—	12.6	1,244	12.5	1,270	25	2.0
Civil Engineering		—		—	—	—	17.2	494	16.2	470	(24)	(5.0)
Net sales of real estate business and other		797		970	172	21.7		176		200	23	13.3
Gross profit on real estate business and other	27.2	217	23.2	225	7	3.6	17.1	30	25.0	50	19	65.9
Net sales		19,006		19,700	693	3.6		12,940		13,300	359	2.8
Gross profit	12.3	2,343	12.0	2,360	16	0.7	13.7	1,769	13.5	1,790	20	1.1
Selling, general and administrative expenses	5.0	965	4.9	970	4	0.5	5.2	672	5.2	680	7	1.1
(Personnel expenses)		570		560	(10)			388		380	(8)	
(Others)		394		410	15			284		300	15	
Operating Income	7.3	1,378	7.1	1,390	11	0.9	8.5	1,097	8.3	1,110	12	1.2
Non-operating income		100		90	(10)	(10.6)		107		120	12	11.4
Non-operating expenses		39		35	(4)	(10.7)		26		20	(6)	(24.4)
(interests received/paid and dividend income - net)		69		60	(9)			94		110	15	
Ordinary income	7.6	1,439	7.3	1,445	5	0.4	9.1	1,178	9.1	1,210	31	2.7
Extraordinary income		67		—	(67)	(100.0)		63		—	(63)	(100.0)
Extraordinary loss		135		—	(135)	(100.0)		89		—	(89)	(100.0)
Income before income taxes	7.2	1,372	7.3	1,445	72	5.3	8.9	1,152	9.1	1,210	57	5.0
Total income taxes		423		445	21	5.1		345		370	24	7.1
Profit		948		1,000	51	5.4		—		—	—	—
Profit attributable to non-controlling interests (deduction)		22		20	(2)	(10.0)		—		—	—	—
Profit attributable to owners of parent (Non-consolidated: Profit)	4.9	926	5.0	980	53	5.8	6.2	806	6.3	840	33	4.1

Note: Forecasts were not revised during this first quarter.

Orders received

(Unit: 100 Million yen)

	Consolidated					Non-consolidated						
	Result April 1, 2017 - March 31, 2018		Forecast April 1, 2018 - March 31, 2019		Variance	Variance rate (%)	Result April 1, 2017 - March 31, 2018		Forecast April 1, 2018 - March 31, 2019		Variance	Variance rate (%)
Building Construction		13,312		13,900	587	4.4		9,954		9,800	(154)	(1.5)
(Domestic)		10,167		10,400	232	2.3		9,823		9,800	(23)	(0.2)
(Overseas)		3,144		3,500	355	11.3		130		—	(130)	(100.0)
Civil Engineering		4,434		4,550	115	2.6		3,076		3,100	23	0.7
(Domestic)		3,876		3,600	(276)	(7.1)		2,939		2,700	(239)	(8.2)
(Overseas)		558		950	391	70.2		137		400	262	191.4
Construction Total		17,747		18,450	702	4.0		13,031		12,900	(131)	(1.0)
(Domestic)		14,044		14,000	(44)	(0.3)		12,763		12,500	(263)	(2.1)
(Overseas)		3,702		4,450	747	20.2		267		400	132	49.4
Real Estate Business and Other		1,054		850	(204)	(19.4)		176		200	23	13.3
Total orders received		18,801		19,300	498	2.7		13,207		13,100	(107)	(0.8)

Note: Forecasts were not revised during this first quarter.

Interest-bearing debt balances

(Unit: 100 Million yen)

	Consolidated					Non-consolidated				
	March 31, 2018	Forecast March 31, 2019	Variance	Variance rate (%)	March 31, 2018	Forecast March 31, 2019	Variance	Variance rate (%)		
Interest-bearing debt (except nonrecourse loans)	1,847	1,700	(147)	(8.0)	1,378	1,400	21	1.6		
Nonrecourse loans	920	1,000	79	8.7	—	—	—	—		
Interest-bearing debt total	2,767	2,700	(67)	(2.4)	1,378	1,400	21	1.6		

Note: Forecasts were not revised during this first quarter.

3. Operating Results and Forecasts for Reportable Segments

(1) First Quarter Results for Fiscal Year ending March 31, 2019 (YoY Comparison)

【Consolidated】

(Unit: Million yen)

	Consolidated Net Sales				Consolidated Operating Income					
	Result	Result	Variance	Variance	Result		Result		Variance	Variance
	April 1, 2017 - June 30, 2017 (A)	April 1, 2018 - June 30, 2018 (B)	(B) - (A)	rate (%)	% Gross Profit	(C)	% Gross Profit	(D)	(D) - (C)	rate (%)
Building Construction										
Domestic	241,378	223,327	(18,050)	(7.5)	6.2	14,969	5.4	12,061	(2,907)	(19.4)
Overseas	86,721	95,880	9,159	10.6	1.4	1,226	1.0	977	(248)	(20.3)
Sub-total	328,099	319,208	(8,890)	(2.7)	4.9	16,195	4.1	13,039	(3,156)	(19.5)
Civil Engineering										
Domestic	75,945	81,000	5,055	6.7	8.4	6,344	9.1	7,381	1,037	16.3
Overseas	19,056	11,553	(7,503)	(39.4)	(0.5)	(102)	(4.3)	(495)	(393)	—
Sub-total	95,001	92,554	(2,447)	(2.6)	6.6	6,242	7.4	6,885	643	10.3
Construction Total										
Domestic	317,323	304,328	(12,994)	(4.1)	6.7	21,314	6.4	19,443	(1,870)	(8.8)
Overseas	105,778	107,434	1,656	1.6	1.1	1,124	0.4	481	(642)	(57.2)
Sub-total	423,101	411,762	(11,338)	(2.7)	5.3	22,438	4.8	19,924	(2,513)	(11.2)
Real Estate Business and Other										
Real Estate Business	7,470	7,872	402	5.4	16.3	1,213	27.1	2,135	921	75.9
Other	8,472	17,671	9,198	108.6	14.7	1,245	5.7	1,015	(229)	(18.4)
Sub-total	15,943	25,544	9,600	60.2	15.4	2,459	12.3	3,150	691	28.1
Total	439,044	437,307	(1,737)	(0.4)	5.7	24,897	5.3	23,075	(1,821)	(7.3)

Note: Above were the results related to segment information. Consolidated net sales and consolidated operating income show the amount of net sales for external customers and operating income on net sales for external customers respectively.

【Non-consolidated】

(Unit: Million yen)

	Net Sales				Gross Profit					
	Result	Result	Variance	Variance	Result		Result		Variance	Variance
	April 1, 2017 - June 30, 2017 (A)	April 1, 2018 - June 30, 2018 (B)	(B) - (A)	rate (%)	% Gross Profit	(C)	% Gross Profit	(D)	(D) - (C)	rate (%)
Building Construction										
Domestic	235,914	217,142	(18,771)	(8.0)	10.7	25,315	9.9	21,391	(3,923)	(15.5)
Overseas	3,317	3,498	180	5.4	1.4	45	(0.5)	(16)	(62)	—
Sub-total	239,231	220,640	(18,591)	(7.8)	10.6	25,360	9.7	21,374	(3,986)	(15.7)
Civil Engineering										
Domestic	56,852	60,259	3,407	6.0	16.3	9,261	16.5	9,941	679	7.3
Overseas	9,558	5,891	(3,667)	(38.4)	8.3	796	5.9	348	(447)	(56.2)
Sub-total	66,410	66,151	(259)	(0.4)	15.1	10,057	15.6	10,289	232	2.3
Construction Total										
Domestic	292,766	277,401	(15,364)	(5.2)	11.8	34,576	11.3	31,332	(3,243)	(9.4)
Overseas	12,876	9,389	(3,486)	(27.1)	6.5	841	3.5	331	(510)	(60.6)
Sub-total	305,642	286,791	(18,851)	(6.2)	11.6	35,418	11.0	31,664	(3,753)	(10.6)
Real Estate Business and Other										
Real Estate Business	3,200	4,283	1,083	33.8	24.2	775	33.4	1,432	657	84.7
Other										
Total	308,843	291,075	(17,767)	(5.8)	11.7	36,193	11.4	33,097	(3,096)	(8.6)

(2) Forecasts for the First Half of Fiscal Year ending March 31, 2019 (YoY Comparison)

【Consolidated】

(Unit: Million yen)

	Consolidated Net Sales				Consolidated Operating Income					
	Result April 1, 2017 September 30, 2017 (A)	Forecast April 1, 2018 September 30, 2018 (B)	Variance (B) - (A)	Variance rate (%)	Result April 1, 2017 September 30, 2017		Forecast April 1, 2018 September 30, 2018		Variance (D) - (C)	Variance rate (%)
					% Gross Profit	(C)	% Gross Profit	(D)		
Building Construction										
Domestic	504,695	505,000	304	0.1	7.7	38,978	7.6	38,500	(478)	(1.2)
Overseas	180,226	204,000	23,773	13.2	0.7	1,257	1.7	3,500	2,242	178.3
Sub-total	684,921	709,000	24,078	3.5	5.9	40,236	5.9	42,000	1,763	4.4
Civil Engineering										
Domestic	161,712	174,000	12,287	7.6	10.2	16,479	9.8	17,000	520	3.2
Overseas	36,796	32,000	(4,796)	(13.0)	0.5	165	—	—	(165)	(100.0)
Sub-total	198,509	206,000	7,490	3.8	8.4	16,644	8.3	17,000	355	2.1
Construction Total										
Domestic	666,407	679,000	12,592	1.9	8.3	55,457	8.2	55,500	42	0.1
Overseas	217,023	236,000	18,976	8.7	0.7	1,423	1.5	3,500	2,076	145.9
Sub-total	883,430	915,000	31,569	3.6	6.4	56,881	6.4	59,000	2,118	3.7
Real Estate Business and Other										
Real Estate Business	18,160	18,000	(160)	(0.9)	19.2	3,491	25.0	4,500	1,008	28.9
Other	15,871	27,000	11,128	70.1	12.6	1,992	5.6	1,500	(492)	(24.7)
Sub-total	34,032	45,000	10,967	32.2	16.1	5,484	13.3	6,000	515	9.4
Total	917,463	960,000	42,536	4.6	6.8	62,366	6.8	65,000	2,633	4.2

Note: Above were the forecasts related to segment information. Consolidated net sales and consolidated operating income show the amount of net sales for external customers and operating income on net sales for external customers respectively.

Note: Forecasts were not revised during this first quarter.

【Non-consolidated】

(Unit: Million yen)

	Net Sales				Gross Profit					
	Result April 1, 2017 September 30, 2017 (A)	Forecast April 1, 2018 September 30, 2018 (B)	Variance (B) - (A)	Variance rate (%)	Result April 1, 2017 September 30, 2017		Forecast April 1, 2018 September 30, 2018		Variance (D) - (C)	Variance rate (%)
					% Gross Profit	(C)	% Gross Profit	(D)		
Building Construction										
Domestic	491,077	485,000	(6,077)	(1.2)	12.1	59,379	12.4	60,000	620	1.0
Overseas	6,037	3,000	(3,037)	(50.3)	(4.2)	(253)	—	—	253	—
Sub-total	497,115	488,000	(9,115)	(1.8)	11.9	59,125	12.3	60,000	874	1.5
Civil Engineering										
Domestic	119,073	135,000	15,926	13.4	17.8	21,224	16.7	22,500	1,275	6.0
Overseas	17,304	17,000	(304)	(1.8)	9.5	1,644	8.8	1,500	(144)	(8.8)
Sub-total	136,378	152,000	15,621	11.5	16.8	22,868	15.8	24,000	1,131	4.9
Construction Total										
Domestic	610,151	620,000	9,848	1.6	13.2	80,603	13.3	82,500	1,896	2.4
Overseas	23,342	20,000	(3,342)	(14.3)	6.0	1,391	7.5	1,500	108	7.8
Sub-total	633,493	640,000	6,506	1.0	12.9	81,994	13.1	84,000	2,005	2.4
Real Estate Business and Other										
Real Estate Business	6,793	9,000	2,206	32.5	25.6	1,738	22.2	2,000	261	15.1
Sub-total	640,287	649,000	8,712	1.4	13.1	83,733	13.3	86,000	2,266	2.7

Note: Forecasts were not revised during this first quarter.

(3) Forecasts for Fiscal Year ending March 31, 2019 (YoY Comparison)

【Consolidated】

(Unit: Million yen)

	Consolidated Net Sales				Consolidated Operating Income					
	Result April 1, 2017 March 31, 2018 (A)	Forecast April 1, 2018 March 31, 2019 (B)	Variance (B) - (A)	Variance rate (%)	Result April 1, 2017 March 31, 2018 (C)		Forecast April 1, 2018 March 31, 2019 (D)		Variance (D) - (C)	Variance rate (%)
					% Gross Profit		% Gross Profit			
Building Construction										
Domestic	1,014,371	1,059,000	44,628	4.4	8.3	83,944	8.0	84,500	555	0.7
Overseas	383,995	394,000	10,004	2.6	0.8	2,964	1.4	5,500	2,535	85.5
Sub-total	1,398,366	1,453,000	54,633	3.9	6.2	86,909	6.2	90,000	3,090	3.6
Civil Engineering										
Domestic	346,119	350,000	3,880	1.1	11.1	38,283	10.1	35,500	(2,783)	(7.3)
Overseas	76,461	70,000	(6,461)	(8.5)	1.9	1,446	0.7	500	(946)	(65.4)
Sub-total	422,580	420,000	(2,580)	(0.6)	9.4	39,730	8.6	36,000	(3,730)	(9.4)
Construction Total										
Domestic	1,360,490	1,409,000	48,509	3.6	9.0	122,228	8.5	120,000	(2,228)	(1.8)
Overseas	460,456	464,000	3,543	0.8	1.0	4,411	1.3	6,000	1,588	36.0
Sub-total	1,820,947	1,873,000	52,052	2.9	7.0	126,639	6.7	126,000	(639)	(0.5)
Real Estate Business and Other										
Real Estate Business	44,566	51,500	6,933	15.6	19.3	8,600	19.4	10,000	1,399	16.3
Other	35,141	45,500	10,358	29.5	7.3	2,561	6.6	3,000	438	17.1
Sub-total	79,708	97,000	17,291	21.7	14.0	11,161	13.4	13,000	1,838	16.5
Total	1,900,655	1,970,000	69,344	3.6	7.3	137,800	7.1	139,000	1,199	0.9

Note: Above were the forecasts related to segment information. Consolidated net sales and consolidated operating income show the amount of net sales for external customers and operating income on net sales for external customers respectively.

Note: Forecasts were not revised during this first quarter.

【Non-consolidated】

(Unit: Million yen)

	Net Sales				Gross Profit					
	Result April 1, 2017 March 31, 2018 (A)	Forecast April 1, 2018 March 31, 2019 (B)	Variance (B) - (A)	Variance rate (%)	Result April 1, 2017 March 31, 2018 (C)		Forecast April 1, 2018 March 31, 2019 (D)		Variance (D) - (C)	Variance rate (%)
					% Gross Profit		% Gross Profit			
Building Construction										
Domestic	977,666	1,015,000	37,333	3.8	12.8	124,652	12.5	127,000	2,347	1.9
Overseas	11,309	5,000	(6,309)	(55.8)	(1.5)	(167)	—	—	167	—
Sub-total	988,975	1,020,000	31,024	3.1	12.6	124,485	12.5	127,000	2,514	2.0
Civil Engineering										
Domestic	254,891	260,000	5,108	2.0	18.0	45,799	17.1	44,500	(1,299)	(2.8)
Overseas	32,538	30,000	(2,538)	(7.8)	11.3	3,690	8.3	2,500	(1,190)	(32.3)
Sub-total	287,429	290,000	2,570	0.9	17.2	49,490	16.2	47,000	(2,490)	(5.0)
Construction Total										
Domestic	1,232,558	1,275,000	42,441	3.4	13.8	170,452	13.5	171,500	1,047	0.6
Overseas	43,847	35,000	(8,847)	(20.2)	8.0	3,522	7.1	2,500	(1,022)	(29.0)
Sub-total	1,276,405	1,310,000	33,594	2.6	13.6	173,975	13.3	174,000	24	0.0
Real Estate Business and Other										
Real Estate Business	17,657	20,000	2,342	13.3	17.1	3,013	25.0	5,000	1,986	65.9
Total	1,294,062	1,330,000	35,937	2.8	13.7	176,988	13.5	179,000	2,011	1.1

Note: Forecasts were not revised during this first quarter.

4. Non-consolidated Orders Received, Net Sales and Projects in Process

(1) Breakdown of Non-consolidated Orders Received

(Unit: Million yen)

	April 1, 2017 - June 30, 2017		April 1, 2018 - June 30, 2018		Variance		Previous FY Results April 1, 2017 - March 31, 2018	
		%		%		% variance		%
Building Construction								
Domestic Public	39,090	13.0	2,114	0.7	(36,976)	(94.6)	52,877	4.0
Domestic Private	172,859	57.4	234,900	76.5	62,040	35.9	929,497	70.4
Domestic total	211,950	70.4	237,014	77.2	25,064	11.8	982,374	74.4
Overseas total	655	0.2	813	0.3	158	24.1	13,051	1.0
Sub-total	212,605	70.6	237,828	77.5	25,222	11.9	995,425	75.4
Civil Engineering								
Domestic Public	54,705	18.1	42,138	13.7	(12,566)	(23.0)	188,504	14.3
Domestic Private	30,291	10.1	17,057	5.6	(13,233)	(43.7)	105,461	8.0
Domestic total	84,996	28.2	59,195	19.3	(25,800)	(30.4)	293,966	22.3
Overseas total	221	0.1	5,429	1.7	5,207	—	13,726	1.0
Sub-total	85,217	28.3	64,625	21.0	(20,592)	(24.2)	307,692	23.3
Construction Total								
Domestic Public	93,795	31.1	44,253	14.4	(49,542)	(52.8)	241,382	18.3
Domestic Private	203,150	67.5	251,957	82.1	48,806	24.0	1,034,958	78.4
Domestic total	296,946	98.6	296,210	96.5	(736)	(0.2)	1,276,341	96.7
Overseas total	876	0.3	6,242	2.0	5,366	612.2	26,777	2.0
Sub-total	297,822	98.9	302,453	98.5	4,630	1.6	1,303,118	98.7
Real Estate Business and Other	3,200	1.1	4,681	1.5	1,481	46.3	17,657	1.3
Total	301,023	100	307,134	100	6,111	2.0	1,320,775	100

(2) Breakdown of Non-consolidated Net Sales

(Unit: Million yen)

	April 1, 2017 - June 30, 2017		April 1, 2018 - June 30, 2018		Variance		Previous FY Results April 1, 2017 - March 31, 2018	
		%		%		% variance		%
Building Construction								
Domestic Public	17,712	5.7	16,393	5.6	(1,318)	(7.4)	100,721	7.8
Domestic Private	218,202	70.7	200,748	69.0	(17,453)	(8.0)	876,944	67.8
Domestic total	235,914	76.4	217,142	74.6	(18,771)	(8.0)	977,666	75.6
Overseas total	3,317	1.1	3,498	1.2	180	5.4	11,309	0.8
Sub-total	239,231	77.5	220,640	75.8	(18,591)	(7.8)	988,975	76.4
Civil Engineering								
Domestic Public	35,391	11.5	40,248	13.8	4,856	13.7	160,947	12.4
Domestic Private	21,461	6.9	20,011	6.9	(1,449)	(6.8)	93,944	7.3
Domestic total	56,852	18.4	60,259	20.7	3,407	6.0	254,891	19.7
Overseas total	9,558	3.1	5,891	2.0	(3,667)	(38.4)	32,538	2.5
Sub-total	66,410	21.5	66,151	22.7	(259)	(0.4)	287,429	22.2
Construction Total								
Domestic Public	53,103	17.2	56,641	19.4	3,538	6.7	261,669	20.2
Domestic Private	239,663	77.6	220,760	75.9	(18,903)	(7.9)	970,888	75.1
Domestic total	292,766	94.8	277,401	95.3	(15,364)	(5.2)	1,232,558	95.3
Overseas total	12,876	4.2	9,389	3.2	(3,486)	(27.1)	43,847	3.3
Sub-total	305,642	99.0	286,791	98.5	(18,851)	(6.2)	1,276,405	98.6
Real Estate Business and Other	3,200	1.0	4,283	1.5	1,083	33.8	17,657	1.4
Total	308,843	100	291,075	100	(17,767)	(5.8)	1,294,062	100

(3) Breakdown of Non-consolidated Amounts Carried-forward

(Unit: Million yen)

	June 30, 2017		June 30, 2018		Variance		As of the end of Previous FY (March 31, 2018)	
		%		%		% variance		%
Building Construction								
Domestic Public	214,066	12.5	130,564	7.5	(83,502)	(39.0)	144,843	8.3
Domestic Private	1,002,697	58.8	1,134,743	64.6	132,046	13.2	1,100,592	63.3
Domestic total	1,216,763	71.3	1,265,308	72.1	48,544	4.0	1,245,435	71.6
Overseas total	10,118	0.6	11,837	0.7	1,719	17.0	14,522	0.8
Sub-total	1,226,881	71.9	1,277,145	72.8	50,263	4.1	1,259,958	72.4
Civil Engineering								
Domestic Public	301,689	17.7	311,823	17.7	10,134	3.4	309,932	17.8
Domestic Private	133,779	7.8	133,512	7.6	(267)	(0.2)	136,466	7.8
Domestic total	435,468	25.5	445,335	25.3	9,867	2.3	446,399	25.6
Overseas total	43,902	2.6	33,965	1.9	(9,936)	(22.6)	34,427	2.0
Sub-total	479,371	28.1	479,301	27.2	(69)	(0.0)	480,827	27.6
Construction Total								
Domestic Public	515,755	30.2	442,387	25.2	(73,368)	(14.2)	454,776	26.1
Domestic Private	1,136,476	66.6	1,268,256	72.2	131,779	11.6	1,237,059	71.1
Domestic total	1,652,232	96.8	1,710,643	97.4	58,411	3.5	1,691,835	97.2
Overseas total	54,020	3.2	45,803	2.6	(8,217)	(15.2)	48,950	2.8
Sub-total	1,706,253	100	1,756,447	100.0	50,194	2.9	1,740,785	100
Real Estate Business and Other	—	—	398	0.0	398	—	—	—
Total	1,706,253	100	1,756,845	100	50,592	3.0	1,740,785	100

5. Consolidated Quarterly Financial Statements

(1) Consolidated Quarterly Balance Sheets

(Unit : Million yen)

	March 31, 2018	June 30, 2018	Variance
Assets			
Current assets			
Cash and deposits	190,055	189,533	(521)
Notes and accounts receivable from completed construction contracts and other	760,371	659,716	(100,654)
Electronically recorded monetary claims	15,531	18,914	3,382
Short-term investment securities	4,615	6,537	1,921
Real estate for sale	11,682	10,976	(705)
Costs on uncompleted construction contracts	45,555	53,228	7,672
Costs on real estate business	25,416	27,353	1,936
Inventories for PFI and other projects	46,148	45,206	(941)
Other inventories	10,655	10,241	(413)
Accounts receivable	79,423	67,668	(11,755)
Other	18,695	27,469	8,773
Allowance for doubtful accounts	(160)	(133)	27
Total current assets	1,207,991	1,116,713	(91,277)
Noncurrent assets			
Property, plant and equipment			
Buildings and structures, net	103,153	102,178	(974)
Machinery, vehicles, tools, furniture and fixtures, net	45,707	44,839	(867)
Land	351,060	352,418	1,358
Lease assets, net	259	248	(10)
Construction in progress	26,090	33,030	6,940
Total property, plant and equipment	526,270	532,716	6,445
Intangible assets	5,038	4,970	(68)
Investments and other assets			
Investment securities	372,308	377,825	5,517
Long-term loans receivable	876	851	(25)
Assets for retirement benefits	24	24	—
Deferred tax assets	1,206	1,173	(33)
Other	15,542	15,405	(136)
Allowance for doubtful accounts	(231)	(228)	2
Total investments and other assets	389,727	395,051	5,324
Total noncurrent assets	921,036	932,738	11,701
Total assets	2,129,027	2,049,452	(79,575)

(1) Consolidated Quarterly Balance Sheets

(Unit : Million yen)

	March 31, 2018	June 30, 2018	Variance
Liabilities			
Current liabilities			
Notes and accounts payable for construction contracts and other	524,712	466,672	(58,039)
Electronically recorded obligations	133,770	146,330	12,560
Short-term loans payable	88,686	67,178	(21,507)
Current portion of nonrecourse loans	9,557	9,456	(100)
Current portion of bonds	10,000	10,000	—
Lease obligations	90	87	(2)
Income taxes payable	29,695	9,562	(20,132)
Advances received on uncompleted construction contracts	110,534	121,008	10,474
Deposits received	103,408	104,262	853
Provision for warranties for completed construction	4,114	4,064	(49)
Provision for loss on construction contracts	5,209	4,442	(767)
Provision for loss on Antimonopoly Act	10,529	10,491	(37)
Other	88,528	87,680	(848)
Total current liabilities	1,118,835	1,041,239	(77,596)
Noncurrent liabilities			
Bonds payable	20,000	10,000	(10,000)
Long-term loans payable	66,038	65,728	(309)
Nonrecourse loans	82,446	81,097	(1,349)
Lease obligations	169	160	(9)
Deferred tax liabilities	34,654	34,099	(555)
Deferred tax liabilities for land revaluation	19,604	19,604	—
Provision for stock payments for directors	259	259	—
Provision for loss on real estate business and other	993	993	—
Provision for environmental measures	313	313	(0)
Liability for retirement benefits	49,473	49,892	419
Other	24,713	23,952	(760)
Total noncurrent liabilities	298,667	286,101	(12,565)
Total liabilities	1,417,502	1,327,340	(90,161)
Net assets			
Shareholders' equity			
Capital stock	57,752	57,752	—
Capital surplus	43,135	43,135	—
Retained earnings	404,840	412,712	7,871
Treasury stock	(1,929)	(1,930)	(1)
Total shareholders' equity	503,798	511,669	7,870
Accumulated other comprehensive income			
Valuation difference on available-for-sale securities	159,159	162,877	3,717
Deferred gains (losses) on hedges	(1,643)	(770)	872
Revaluation reserve for land	19,518	19,518	—
Foreign currency translation adjustments	758	(518)	(1,276)
Retirement benefit asset and liability adjustments	3,244	3,195	(49)
Total accumulated other comprehensive income	181,037	184,302	3,265
Non-controlling interests	26,688	26,139	(549)
Total net assets	711,525	722,111	10,586
Total liabilities and net assets	2,129,027	2,049,452	(79,575)
(Reference)			
Interest-bearing debt balances	276,728	243,461	(33,266)

* Partial Amendments to Accounting Standard for Tax Effect Accounting, etc. (ASBJ Statement No. 28, February 16, 2018) has been applied from this first quarter. These figures include the impact of retrospective application for the previous fiscal year.

(2) Consolidated Quarterly Statements of Income

(Unit : Million yen)

	From April 1, 2017 to June 30, 2017	From April 1, 2018 to June 30, 2018	Variance
Net sales			
Net sales of completed construction contracts	423,101	411,762	(11,338)
Net sales of real estate business and other	15,943	25,544	9,600
Total net sales	439,044	437,307	(1,737)
Cost of sales			
Cost of sales on completed construction contracts	379,520	370,250	(9,269)
Cost of sales on real estate business and other	10,960	20,022	9,061
Total cost of sales	390,481	390,272	(208)
Gross profit			
Gross profit on completed construction contracts	43,580	41,512	(2,068)
Gross profit on real estate business and other	4,982	5,522	539
Total gross profit	48,563	47,034	(1,528)
Selling, general and administrative expenses	23,665	23,958	292
Operating income	24,897	23,075	(1,821)
Non-operating income			
Interest income	440	312	(127)
Dividends income	2,543	2,936	392
Other	317	176	(140)
Total non-operating income	3,301	3,424	123
Non-operating expenses			
Interest expenses	528	488	(40)
Subsidiary stock acquisition-related cost	351	—	(351)
Other	196	70	(126)
Total non-operating expenses	1,076	558	(517)
Ordinary income	27,121	25,941	(1,180)
Extraordinary income	80	71	(9)
Extraordinary loss	462	100	(362)
Profit before income taxes	26,740	25,912	(827)
Income taxes-current	8,530	9,829	1,299
Income taxes-deferred	(1,297)	(2,106)	(808)
Total income taxes	7,232	7,723	490
Profit	19,507	18,189	(1,317)
Profit attributable to non-controlling interests	530	264	(266)
Profit attributable to owners of parent	18,976	17,924	(1,051)

6. Non-consolidated Quarterly Financial Statements

(1) Non-consolidated Quarterly Balance Sheets

(Unit : Million yen)

	March 31, 2018	June 30, 2018	Variance
Assets			
Current assets			
Cash and deposits	81,375	77,504	(3,871)
Notes receivable-trade	24,486	31,620	7,133
Electronically recorded monetary claims	11,962	14,769	2,807
Accounts receivable from completed construction contracts	540,130	462,455	(77,675)
Accounts receivable-real estate business and other	6,218	4,597	(1,620)
Short-term investment securities	30	30	(0)
Real estate for sale	3,667	3,766	99
Costs on uncompleted construction contracts	38,438	43,932	5,493
Costs on real estate business and other	4,084	4,432	347
Short-term loans receivable	21,430	25,600	4,170
Accounts receivable-other	78,132	67,146	(10,986)
Other	13,158	20,618	7,460
Allowance for doubtful accounts	(67)	(59)	8
Total current assets	823,048	756,415	(66,633)
Noncurrent assets			
Property, plant and equipment			
Buildings and structures	50,868	50,192	(675)
Machinery, equipment and vehicles	5,044	4,897	(146)
Tools, furniture and fixtures, net	2,042	2,145	103
Land	186,665	186,862	197
Leased assets	23	18	(4)
Construction in progress	15,243	18,632	3,389
Total property, plant and equipment	259,886	262,750	2,864
Intangible assets	2,893	2,929	35
Investments and other assets			
Investment securities	360,677	366,010	5,333
Shares and investments in capital of subsidiaries and affiliates	56,775	56,944	168
Long-term loans receivable	67,835	67,812	(22)
Claims provable in bankruptcy, claims provable in rehabilitation and other	1,870	1,914	44
Long-term accounts receivable	425	332	(93)
Other	10,040	9,340	(700)
Allowance for doubtful accounts	(552)	(552)	—
Total investments and other assets	497,073	501,803	4,730
Total noncurrent assets	759,853	767,483	7,629
Total assets	1,582,902	1,523,898	(59,004)

(1) Non-consolidated Quarterly Balance Sheets

(Unit : Million yen)

	March 31, 2018	June 30, 2018	Variance
Liabilities			
Current liabilities			
Notes payable-trade	17,506	18,691	1,184
Electronically recorded obligations	129,457	141,410	11,952
Accounts payable for construction contracts	351,144	310,493	(40,650)
Accounts payable-real estate and other	1,019	447	(571)
Short-term loans payable	60,395	40,216	(20,179)
Current portion of bonds	10,000	10,000	—
Lease obligations	12	9	(2)
Accounts payable	17,238	8,077	(9,160)
Accrued expenses	18,158	26,651	8,492
Income taxes payable	27,244	8,244	(19,000)
Advances received on uncompleted construction contracts	70,321	79,871	9,550
Deposit received-real estate and other	1,851	2,181	330
Deposits received	95,252	95,656	403
Provision for warranties for completed construction	3,770	3,707	(63)
Provision for loss on construction contracts	3,744	2,616	(1,128)
Provision for loss on Antimonopoly Act	4,145	4,145	—
Deposits received from employees	24,601	24,103	(497)
Other	854	1,173	319
Total current liabilities	836,716	777,695	(59,021)
Noncurrent liabilities			
Bonds payable	20,000	10,000	(10,000)
Long-term loans payable	47,418	47,418	—
Lease obligations	14	12	(1)
Deferred tax liabilities	39,414	38,766	(648)
Deferred tax liabilities for land revaluation	16,266	16,266	—
Provision for retirement benefits	46,560	46,892	331
Provision for stock payments for directors	259	259	—
Provision for loss on real estate business and other	993	993	—
Provision for loss on business of subsidiaries and affiliates	2,842	2,325	(517)
Provision for environmental measures	248	247	(0)
Other	3,946	4,118	171
Total noncurrent liabilities	177,964	167,299	(10,664)
Total liabilities	1,014,681	944,995	(69,685)
Net assets			
Shareholders' equity			
Capital stock	57,752	57,752	—
Capital surplus			
Legal capital surplus	41,694	41,694	—
Total capital surpluses	41,694	41,694	—
Retained earnings			
Legal retained earnings	14,438	14,438	—
Other retained earnings			
Reserve for advanced depreciation of noncurrent assets	2,603	2,588	(14)
General reserve	180,000	240,000	60,000
Retained earnings brought forward	100,841	47,872	(52,968)
Total retained earnings	297,882	304,899	7,016
Treasury stock	(1,929)	(1,930)	(1)
Total shareholders' equity	395,400	402,416	7,015
Valuation and translation adjustments			
Valuation difference on available-for-sale securities	158,860	162,577	3,717
Deferred gains (losses) on hedges	106	54	(51)
Revaluation reserve for land	13,854	13,854	—
Total valuation and translation adjustments	172,821	176,487	3,665
Total net assets	568,221	578,903	10,681
Total liabilities and net assets	1,582,902	1,523,898	(59,004)
(Reference)			
Interest-bearing debt balances	137,813	107,634	(30,179)

* Partial Amendments to Accounting Standard for Tax Effect Accounting, etc. (ASBJ Statement No. 28, February 16, 2018) has been applied from this first quarter. These figures include the impact of retrospective application for the previous fiscal year.

(2) Non-consolidated Quarterly Statements of Income

(Unit : Million yen)

	From April 1, 2017 to June 30, 2017	From April 1, 2018 to June 30, 2018	Variance
Net sales			
Net sales of completed construction contracts	305,642	286,791	(18,851)
Net sales of real estate business and other	3,200	4,283	1,083
Total net sales	308,843	291,075	(17,767)
Cost of sales			
Cost of sales on completed construction contracts	270,224	255,127	(15,097)
Cost of sales on real estate business and other	2,425	2,850	425
Total cost of sales	272,649	257,978	(14,671)
Gross profit			
Gross profit on completed construction contracts	35,418	31,664	(3,753)
Gross profit on real estate business and other	775	1,432	657
Total gross profit	36,193	33,097	(3,096)
Selling, general and administrative expenses	16,966	16,420	(545)
Operating income	19,227	16,676	(2,551)
Non-operating income			
Interest and dividend income	4,063	6,177	2,113
Other	115	438	322
Total non-operating income	4,179	6,615	2,436
Non-operating expenses			
Interest expenses	287	208	(78)
Provision of allowance for doubtful accounts	1	—	(1)
Other	162	158	(3)
Total non-operating expenses	450	367	(83)
Ordinary income	22,955	22,923	(31)
Extraordinary income	3	51	48
Extraordinary loss	269	33	(235)
Profit before income taxes	22,689	22,941	252
Income taxes-current	6,926	8,129	1,202
Income taxes-deferred	(1,211)	(2,257)	(1,045)
Total income taxes	5,715	5,872	156
Profit	16,974	17,069	95