

# OBAYASHI CORPORATION

## Summary of Financial Results for FY2011 Ended March 2012

Disclaimer: This financial information, a digest of Obayashi Corporation's news release "Summary of Financial Results for FY 2011 ended March 2012" ("Kessan Tanshin") announced at the Tokyo Stock Exchange on May 11, 2012, was translated into English and presented solely for the convenience of non-Japanese speaking users. If there is any discrepancy between Japanese "Kessan Tanshin" and this document, Japanese "Kessan Tanshin" will prevail. The numbers shown as "Forecast", "Plan" or any other words and phrases relating to any future events provided in this document are forward-looking statements based on the information available at the time of the release of Japanese "Kessan Tanshin". Due to various factors, the actual results may vary from the forecast data. Obayashi Corporation (non-consolidated) is called the "Company" hereinafter.

(Rounded down to the nearest million yen)

### 1. Summary of Consolidated Full Year Results for FY2011 Ended March 2012 (April 1, 2011 - March 31, 2012)

#### (1) Consolidated Business Results

(% shows the increase (decrease) from the results of the same quarter of the previous FY.)

	Net Sales		Operating Income		Ordinary Income		Net Income	
	(Unit: million yen)	%	(Unit: million yen)	%	(Unit: million yen)	%	(Unit: million yen)	%
FY2011 (full year)	1,245,772	10.1	31,145	34.4	35,241	58.7	5,142	(66.7)
FY2010 (full year)	1,131,864	(15.6)	23,174	-	22,207	-	15,423	-

(Note) Comprehensive income: [FY2011] 20,264 million yen (-%); [FY2010] -10,856 million yen (-%)

	Net Earnings per Share	Net Earnings per Share Adjusted for Latent Shares	Net income-Shareholders' Equity Ratio	Ordinary Income-Total Assets Ratio	Operating Income-Net Sales Ratio
	(Unit: yen)	(Unit: yen)	%	%	%
FY2011 (full year)	7.16	—	1.5	2.3	2.5
FY2010 (full year)	21.46	—	4.6	1.4	2.0

(For reference) Equity in earnings of affiliates: [FY2011] 135 million yen; [FY2010] 129 million yen

#### (2) Consolidated Financial Position

	Total Assets	Net Assets	Shareholders' Equity Ratio	Net Assets per Share
	(Unit: million yen)	(Unit: million yen)	%	(Unit: yen)
At March 31, 2012	1,618,748	365,492	21.0	474.01
At March 31, 2011	1,505,697	351,287	21.6	453.52

(For reference) Equity (net income less minority interests): [At 3/2012] 340,463 million yen, [At 3/2011] 325,936 million yen

#### (3) Consolidated Cash Flows

	From operating activities	From investment activities	From financing activities	Cash and cash equivalents at FY end
	(Unit: million yen)	(Unit: million yen)	(Unit: million yen)	(Unit: yen)
FY2011 (full year)	65,755	(1,919)	(48,949)	121,682
FY2010 (full year)	1,096	(33,134)	10,611	108,999

### 2. Dividends

	Dividend per share (Unit: yen)				
	End of 1Q	End of 2Q	End of 3Q	End of 4Q	Total
	(Unit: yen)	(Unit: yen)	(Unit: yen)	(Unit: yen)	(Unit: yen)
FY2010 ended Mar. 2011	—	4.00	—	4.00	8.00
FY2011 ended Mar. 2012	—	4.00	—	4.00	8.00
FY2012 ending Mar. 2013 (Forecast)	—	4.00	—	4.00	8.00

	Total dividends paid (full year)	Dividend Payout Ratio (Consolidated)	Dividends-Net Assets Ratio (Consolidated)
	(Unit: million yen)	%	%
FY2010 ended Mar. 2011	5,749	37.3	1.7
FY2011 ended Mar. 2012	5,746	111.7	1.7
FY2012 ending Mar. 2013 (Forecast)		52.3	

\* The forecasts above were prepared on the basis of information available at the time of the release of this document.

Due to various factors, the actual result may vary from the forecast data.

### 3. Consolidated Forecast for FY2012 ending March 2013 (April 1, 2012 - March 31, 2013)

(% shows the changes from the previous FY results for "Full Year" and from the previous 2Q results (cumulative) for "Half Year" respectively.)

	Net Sales		Operating Income		Ordinary Income		Net Income		Net Earnings per Share
	(Unit: million yen)	%	(Unit: million yen)	%	(Unit: million yen)	%	(Unit: million yen)	%	(Unit: yen)
Half Year	670,000	23.0	9,000	42.4	11,000	78.9	7,000	(39.2)	9.75
Full Year	1,400,000	12.4	34,000	9.2	37,000	5.0	11,000	113.9	15.31

\* The forecasts above were prepared on the basis of information available at the time of the release of this document.

Due to various factors, the actual result may vary from the forecast data.

## Reference: Summary of Non-consolidated Financial Results

Reference 1: Summary of Non-consolidated Full Year Results for FY2011 Ended March 2012 (April 1, 2011 - March 31, 2012)

### (1) Non-consolidated Business Results

(% shows the increase (decrease) from the previous FY results)

	Net Sales		Operating Income		Ordinary Income		Net Income	
	(Unit: million yen)	%	(Unit: million yen)	%	(Unit: million yen)	%	(Unit: million yen)	%
FY2011 (full year)	963,633	6.0	22,020	10.9	26,744	29.1	1,754	(85.6)
FY2010 (full year)	909,201	(14.0)	19,847	-	20,722	-	12,156	-

	Net Earnings per Share	Net Earnings per Share Adjusted for Latent Shares
	(Unit: yen)	(Unit: yen)
FY2011 (full year)	2.44	—
FY2010 (full year)	16.91	—

### (2) Non-consolidated Financial Position

(% shows the increase (decrease) from the previous FY results)

	Total Assets	Net Assets	Shareholders' Equity Ratio	Net Assets per Share
	(Unit: million yen)	(Unit: million yen)	%	(Unit: yen)
At March 31, 2012	1,261,079	305,190	24.2	424.90
At March 31, 2011	1,193,601	293,704	24.6	408.67

### Reference 2: Non-consolidated Forecasts for FY2012 Ending March 2013 (April 1, 2012 - March 31, 2013)

(% shows the changes from the previous FY results for "Full Year" and from the previous 2Q results (cumulative) for "Half Year" respectively.)

	Net Sales		Operating Income		Ordinary Income		Net Income		Net Earnings per Share
	(Unit: million yen)	%	(Unit: million yen)	%	(Unit: million yen)	%	(Unit: million yen)	%	(Unit: yen)
Half Year	505,000	19.4	4,500	26.7	7,500	92.0	4,500	(51.7)	6.27
Full Year	1,065,000	10.5	22,000	(0.1)	26,000	(2.8)	6,000	242.0	8.35

\* The forecasts above were prepared on the basis of information available at the time of the release of the Japanese original.

Due to various factors, the actual results may vary from the forecast data.

## Summary of business performance and financial position for the FY2011 ended March 2012

### 1. Overview of consolidated business performance

During FY2011 ended March 2012, gradual recovery in production activities was observed along with restoration from the Great East Japan Earthquake disaster. However, with concern over uncertainty of European economy and a limitation of electric power distribution, the outlook for the economy remains anxious.

Although orders from the public sector seem to recover gradually with the effect of a series of supplemental government budgets and capital expenditures in the private sector are slightly picking up, domestic construction market continued to be harsh for winning orders in FY2011.

Under these circumstances, the Company's consolidated net sales for FY2011 were 1,245.7 billion yen, increased by 10.1% from the previous fiscal year mainly due to an increase in net sales of completed construction contracts of the Company and its subsidiaries. On the earnings front, operating income increased by 34.4% from the previous fiscal year to 31.1 billion yen. It is mainly due to an increase in gross profit on complete construction contracts in consequence of an increase in net sales and improvement in profit margin of construction contracts. Ordinary income increased by 58.7% from the previous fiscal year to 35.2 billion yen. It is mainly due to an increase in operating income and a recognition of foreign exchange income. Net income decreased by 66.7% from the previous fiscal year to 5.1 billion yen despite a gain on sales of investment securities of 14.1 billion yen. It is mainly due to a recognition of impairment loss of noncurrent assets and reversal of deferred tax assets following the newly promulgated laws related to lowering of corporate tax rate.

The Company's consolidated performance by business segments for FY2011 was as follows:

#### a. Construction business

Mainly due to an increase in non-consolidated orders received, consolidated construction orders received increased by 16.4% from the previous fiscal year to 1,289.7 billion yen. More specifically, orders received for domestic civil engineering, overseas civil engineering, domestic building construction, and overseas building construction businesses were 286.4 billion yen, 60.7 billion yen, 790.8 billion yen and 151.7 billion yen, respectively.

Non-consolidated orders received increased by 17.2% from the previous fiscal year to 1,026.8 billion yen. More specifically, orders received for civil engineering increased by 52.2% to 244.9 billion yen and orders received for building construction increased by 9.3% to 781.8 billion yen.

Although non-consolidated net sales of civil engineering decreased, consolidated net sales of building construction increased. Consequently, consolidated net sales of construction business were 1,170.1 billion yen, up 10.9% compared with the previous fiscal year. More specifically, net sales of domestic civil engineering, overseas civil engineering, domestic building construction, and overseas building construction businesses were 240.0 billion yen, 31.0 billion yen, 761.8 billion yen and 137.2 billion yen, respectively.

Operating income increased by 88.1% from previous fiscal year to 27.5 billion yen. It is mainly due to an increase in gross profit following an increase in net sales of building construction business and an improved profit margin in the civil engineering business.

Non-consolidated net sales of construction business were 943.0 billion yen, up 8.9% compared with the previous fiscal year. More specifically, net sales of civil engineering decreased by 17.4% to 186.6 billion yen and those of building construction increased by 18.2% to 756.4 billion yen.

#### b. Real estate business

During FY2011, no such sales of large-scale properties as booked in the previous fiscal year were observed. Therefore, consolidated net sales of real estate business decreased by 13.7% to 41.1 billion yen and operating income decreased by 66.2% to 2.8 billion yen compared with the previous fiscal year.

#### c. Other businesses

Consolidated net sales of other businesses increased by 17.8% to 34.4 billion yen and operating income increased by 0.7 billion yen to 0.7 billion yen both compared with the previous fiscal year.

## Consolidated net sales and operating income by reporting segments

(Unit: million yen)

	Construction business					Real estate business	Other	Total
	Domestic civil engineering	Overseas civil engineering	Domestic building	Overseas building	Construction Total			
Net sales	240,085	31,058	761,807	137,241	1,170,192	41,103	34,476	1,245,772
Operating income	2,959	9,174	14,288	1,118	27,541	2,891	713	31,145

### 2. Outlook for consolidated and non-consolidated performance for FY2012 ending March 2013

Consolidated performance for FY2012 is expected to be as follows:

- Orders received, 1,380 billion yen ( of which real estate contributes 70 billion yen)
- Net sales, 1,400 billion yen (of which real estate contributes 105 billion yen)
- Operating income, 34 billion yen
- Ordinary income, 37 billion yen
- Net income, 11 billion yen

Non-Consolidated performance for FY2012 is expected to be as follows:

- Orders received, 1,080 billion yen ( of which real estate contributes 30 billion yen)
- Net sales, 1,065 billion yen (of which real estate contributes 33 billion yen)
- Operating income, 22 billion yen
- Ordinary income, 26 billion yen
- Net income, 6 billion yen

Note: The forecast above are based on information available at the time of release of the Japanese original. Actual results may differ from forecasts due to various factors.

### 3. Overview of consolidated financial position

Total assets at the end of FY2011 increased by 113.0 billion yen (7.5%) to 1,618.7 billion yen compared with the balance at the end of the previous fiscal year. It is mainly due to an increase in “notes receivable, accounts receivable from completed construction contracts and other”.

Total liabilities at the end of FY2011 increased by 98.8 billion yen (8.6%) to 1,253.2 billion yen compared with the balance at the end of the previous fiscal year. It is mainly due to an increase in “notes payable, accounts payable for completed construction contracts and other”.

The balance of interest-bearing liabilities at the end of FY2011 decreased by 4.1 billion yen (1.0%) to 405.1 billion yen compared with the balance at the end of the previous fiscal year. It is mainly due to a decrease in “commercial papers,” which outweighed an increase in “short-term loans payable” and “long-term loans payable” following the consolidation of Seiwa Real Estate Co.,Ltd.

Total net assets at the end of FY2011 increased by 14.2 billion yen (4.0%) to 365.4 billion yen compared with the balance at the end of the previous fiscal year. It is mainly due to an increase in “valuation difference on available-for-sale securities” following mark-to-market valuation of investment securities.

As a result, equity ratio at the end of FY2011 was 21.0%, down 0.6 percentage points from the end of the previous fiscal year.

#### 4. Overview of consolidated cash flows

During FY2011 ended March 2012, consolidated net cash provided by operating activities was 65.7 billion yen mainly owing to an improvement in cash flow in the construction segment (net cash provided by operating activities was 1.0 billion yen in the previous fiscal year).

Consolidated net cash provided by investment activities was negative 1.9 billion yen (net cash provided by investment activities was negative 33.1 billion yen in the previous fiscal year). It is mainly due to a purchase of real estate properties for business use, which cancelled the effect of sales of investment securities.

Consolidated net cash provided by financial activities was negative 48.9 billion yen (net cash provided by financial activities was 10.6 billion yen in the previous fiscal year), mainly owing to redemptions of commercial papers.

Consequently, consolidated cash and cash equivalents increased by 12.6 billion yen to 121.6 billion yen compared with the balance at the end of the previous fiscal year.

#### 5. Basic policy regarding the allocation of profits and dividend payout plan for FY2011 ended March 2012 and FY2012 ending March 2013

The Company's profit allocation policy is to sustain stable dividend payouts to its shareholders over the long term and provide shareholders with returns commensurate with the Group's performance, taking into account the need to enhance internal reserves so as to further strengthen its financial base, develop technologies and make capital investments for the future.

In line with its commitment to stable dividend payouts to shareholders, the Company will endeavor to maintain a dividend payout ratio of 20% to 30% at the time of improved consolidated performance.

For the FY2011 ended March 2012, the Company expects to provide a year-end dividend of 4 yen per share, making the total annual dividend 8 yen per share.

For the FY2012 ending March 2013, the Company expects to provide 4 yen per share both for a midterm and a year-end dividend, making the total annual dividend 8 yen per share.

Note: The above forecast was prepared for reference purpose only and was prepared on the basis of information available at the time of the release of the Japanese original. Due to various factors, the actual results may vary from the forecast data.

## Consolidated balance sheets

(Unit : million yen)

	March 31, 2011	March 31, 2012
<b>Assets</b>		
Current assets		
Cash and deposits	109,031	<b>121,714</b>
Notes receivable, accounts receivable from completed construction contracts and other	416,361	<b>486,544</b>
Short-term investment securities	3,616	<b>2,783</b>
Real estate for sale	24,791	<b>40,841</b>
Costs on uncompleted construction contracts	52,822	<b>48,251</b>
Costs on real estate business	7,909	<b>15,093</b>
Inventories for PFI and other projects	64,928	<b>65,607</b>
Other inventories	6,406	<b>5,393</b>
Deferred tax assets	27,005	<b>18,381</b>
Accounts receivable-other	97,720	<b>73,192</b>
Other	10,928	<b>11,222</b>
Allowance for doubtful accounts	(766)	<b>(744)</b>
Total current assets	820,755	<b>888,282</b>
Noncurrent assets		
Property, plant and equipment		
Buildings and structures, net	79,992	<b>78,371</b>
Machinery, vehicles, tools, furniture and fixtures, net	10,007	<b>8,493</b>
Land	266,960	<b>261,799</b>
Lease assets, net	1,035	<b>607</b>
Construction in progress	2,213	<b>8,915</b>
Total property, plant and equipment	360,209	<b>358,186</b>
Intangible assets	7,127	<b>6,046</b>
Investments and other assets		
Investment securities	251,196	<b>264,365</b>
Long-term loans receivable	1,035	<b>3,460</b>
Deferred tax assets	45,774	<b>39,854</b>
Other	24,456	<b>63,240</b>
Allowance for doubtful accounts	(4,871)	<b>(4,699)</b>
Total investments and other assets	317,590	<b>366,221</b>
Total noncurrent assets	684,928	<b>730,454</b>
Deferred assets	14	<b>11</b>
Total assets	1,505,697	<b>1,618,748</b>

(Unit : million yen)

	March 31, 2011	March 31, 2012
<b>Liabilities</b>		
<b>Current liabilities</b>		
Notes payable, accounts payable for construction contracts and other	429,365	<b>525,536</b>
Short-term loans payable	97,111	<b>132,514</b>
Current portion of PFI and other project finance loans	13,343	<b>10,676</b>
Commercial papers	40,000	—
Current portion of bonds	10,000	—
Lease obligations	504	<b>320</b>
Income taxes payable	1,634	<b>2,391</b>
Deferred tax liabilities	831	<b>463</b>
Advances received on uncompleted construction contracts	60,002	<b>62,250</b>
Deposits received	64,327	<b>69,334</b>
Provision for warranties for completed construction	1,982	<b>2,642</b>
Provision for loss on construction contracts	9,093	<b>7,374</b>
Other	59,713	<b>65,109</b>
<b>Total current liabilities</b>	<b>787,911</b>	<b>878,616</b>
<b>Noncurrent liabilities</b>		
Bonds payable	50,000	<b>60,000</b>
Long-term loans payable	124,263	<b>128,284</b>
PFI and other project finance loans	74,542	<b>73,639</b>
Lease obligations	481	<b>225</b>
Deferred tax liabilities for land revaluation	34,808	<b>29,786</b>
Provision for retirement benefits	64,983	<b>63,329</b>
Provision for environmental measures	1,061	<b>1,032</b>
Other	16,359	<b>18,341</b>
<b>Total noncurrent liabilities</b>	<b>366,498</b>	<b>374,639</b>
<b>Total liabilities</b>	<b>1,154,410</b>	<b>1,253,255</b>
<b>Net assets</b>		
<b>Shareholders' equity</b>		
Capital stock	57,752	<b>57,752</b>
Capital surplus	41,750	<b>41,750</b>
Retained earnings	151,684	<b>152,278</b>
Treasury stock	(1,379)	<b>(1,530)</b>
<b>Total shareholders' equity</b>	<b>249,808</b>	<b>250,251</b>
<b>Accumulated other comprehensive income</b>		
Valuation difference on available-for-sale securities	59,863	<b>72,198</b>
Deferred gains or losses on hedges	82	<b>(143)</b>
Revaluation reserve for land	20,446	<b>23,302</b>
Foreign currency translation adjustment	(4,264)	<b>(5,145)</b>
<b>Total accumulated other comprehensive income</b>	<b>76,127</b>	<b>90,212</b>
<b>Minority interests</b>	<b>25,351</b>	<b>25,028</b>
<b>Total net assets</b>	<b>351,287</b>	<b>365,492</b>
<b>Total liabilities and net assets</b>	<b>1,505,697</b>	<b>1,618,748</b>

## Consolidated statements of income

(Unit : million yen)

	FY2010 From April 1, 2010 to March 31, 2011	FY2011 From April 1, 2011 to March 31, 2012
Net sales		
Net sales of completed construction contracts	1,054,945	1,170,192
Net sales of real estate business and other	76,918	75,579
Total net sales	1,131,864	1,245,772
Cost of sales		
Cost of sales of completed construction contracts	971,301	1,073,050
Cost of sales on real estate business and other	60,846	62,043
Total cost of sales	1,032,147	1,135,094
Gross profit		
Gross profit on completed construction contracts	83,644	97,142
Gross profit on real estate business and other	16,072	13,535
Total gross profit	99,716	110,678
Selling, general and administrative expenses	76,542	79,532
Operating income	23,174	31,145
Non-operating income		
Interest income	1,153	2,062
Dividends income	5,413	5,340
Foreign exchange gains	—	582
Other	708	662
Total non-operating income	7,275	8,647
Non-operating expenses		
Interest expenses	3,799	3,886
Foreign exchange losses	2,581	—
Other	1,861	665
Total non-operating expenses	8,242	4,552
Ordinary income	22,207	35,241
Extraordinary income		
Gain on sales of investment securities	8,248	14,144
Other	965	1,423
Total extraordinary income	9,213	15,567
Extraordinary loss		
Impairment loss	3,521	19,759
Loss on valuation of investment securities	4,620	2,782
Earthquake recovery support costs	135	899
Loss on liquidation of subsidiaries and affiliates	—	800
Loss on adjustment for changes of accounting standard for asset retirement obligations	1,282	—
Other	1,818	2,972
Total extraordinary losses	11,378	27,212
Income before income taxes and minority interests	20,043	23,596
Income taxes-current	1,705	2,960
Income taxes-deferred	2,917	14,809
Total income taxes	4,622	17,769
Income before minority interests	15,420	5,826
Minority interests in income (loss)	(2)	683
Net income	15,423	5,142



## Consolidated statements of comprehensive income

(Unit : million yen)

	FY2010 From April 1, 2010 to March 31, 2011	FY2011 From April 1, 2011 to March 31, 2012
Income before minority interests	15,420	5,826
Other comprehensive income		
Valuation difference on available-for-sale securities	(21,996)	12,348
Deferred gains or losses on hedges	35	(197)
Revaluation reserve for land	(2,969)	4,202
Foreign currency translation adjustment	(1,338)	(1,862)
Share of other comprehensive income of associates accounted for using equity method	(7)	(54)
Total other comprehensive income	<u>(26,276)</u>	<u>14,437</u>
Comprehensive income	<u>(10,856)</u>	<u>20,264</u>
Comprehensive income attributable to		
Comprehensive income attributable to owners of the parent	(10,531)	20,389
Comprehensive income attributable to minority interests	(324)	(124)

## Consolidated statements of cash flows

(Unit : million yen)

	FY2010 From April 1, 2010 to March 31, 2011	FY2011 From April 1, 2011 to March 31, 2012
Net cash provided by (used in) operating activities		
Income before income taxes and minority interests	20,043	23,596
Depreciation and amortization	11,394	11,954
Impairment loss	3,521	19,759
Increase (decrease) in allowance for doubtful accounts	533	(205)
Increase (decrease) in provision for loss on construction contracts	(16,622)	(1,715)
Increase (decrease) in provision for retirement benefits	(1,152)	(1,720)
Loss (gain) on valuation of short-term and long term investment securities	4,620	2,782
Interest and dividends income	(6,566)	(7,403)
Interest expenses	3,799	3,886
Loss (gain) on sales of short-term and long term investment securities	(8,238)	(14,139)
Decrease (increase) in notes and accounts receivable-trade	20,409	(71,560)
Decrease (increase) in costs on uncompleted construction contracts	30,034	4,582
Decrease (increase) in inventories	18,877	(3,546)
Decrease (increase) in inventories for PFI and other projects	(5,314)	(679)
Decrease (increase) in other assets	(3,425)	(13,220)
Increase (decrease) in notes and accounts payable-trade	(26,005)	96,744
Increase (decrease) in advances received on uncompleted construction contracts	(35,991)	2,514
Increase (decrease) in other liabilities	(10,099)	8,534
Other, net	1,843	4,110
Subtotal	1,660	64,277
Interest and dividends income received	6,443	7,532
Interest expenses paid	(3,770)	(3,965)
Income taxes (paid) refund	(3,236)	(2,088)
Net cash provided by (used in) operating activities	1,096	65,755
Net cash provided by (used in) investing activities		
Purchase of property, plant and equipment and intangible assets	(48,072)	(17,540)
Proceeds from sales of property, plant and equipment and intangible assets	969	3,949
Purchase of short-term and long term investment securities	(3,232)	(5,433)
Proceeds from sales and redemption of short-term and long term investment securities	14,480	15,626
Payments of loans receivable	(79)	(2,579)
Collection of loans receivable	172	177
Purchase of investments in subsidiaries resulting in change in scope of consolidation	(1,805)	—
Proceeds from purchase of investments in subsidiaries resulting in change in scope of consolidation	16	3,706
Other, net	4,416	174
Net cash provided by (used in) investing activities	(33,134)	(1,919)
Net cash provided by (used in) financing activities		
Net increase (decrease) in short-term loans payable	(4,913)	14,102
Net increase (decrease) in commercial papers	(10,000)	(40,000)
Repayments of lease obligations	(765)	(626)
Proceeds from long-term loans payable	9,700	43,627
Repayment of long-term loans payable	(13,161)	(56,326)
Proceeds from PFI and other project finance loans payable	19,459	9,774
Payment of PFI and other project finance loans payable	(12,917)	(13,343)
Proceeds from issuance of bonds	40,000	10,000
Redemption of bonds	(10,000)	(10,000)
Cash dividends paid	(5,750)	(5,748)
Cash dividends paid to minority shareholders	(998)	(256)
Other, net	(40)	(152)
Net cash provided by (used in) financing activities	10,611	(48,949)
Effect of exchange rate change on cash and cash equivalents	(2,000)	(2,202)
Net increase (decrease) in cash and cash equivalents	(23,426)	12,683
Cash and cash equivalents at beginning of period	132,425	108,999
Cash and cash equivalents at end of period	108,999	121,682

## Segment Information

Reporting Segment information (net sales and income (loss))

FY2010 Results (April 1, 2010 - March 31, 2011)

(Unit: million yen)

	Reporting Segment						Others (Note 1)	Total
	Domestic civil engineering	Overseas civil engineering	Domestic building construction	Overseas building construction	Real estate development	Subtotal		
Net sales								
External sales	252,392	47,319	643,752	111,481	47,647	1,102,593	29,271	1,131,864
Intersegment sales or transfer	10,500	—	27,628	19	1,878	40,027	8,202	48,230
Total segment sales	262,892	47,319	671,381	111,500	49,525	1,142,620	37,474	1,180,094
Operating Income (loss)								
Operating Income (loss) on external sales (Note 2)	6,730	4,330	2,604	977	8,564	23,206	(31)	23,174
Intersegment operating income or transfer	(254)	(3)	1,191	—	(20)	913	(20)	892
Segment income (loss)	6,476	4,326	3,795	977	8,544	24,119	(52)	24,067

Note 1: Businesses that cannot be classified into the Company's reporting segments are shown as "Others."

This includes PFI (Private Finance Initiative), finance, operation of golf courses, and other businesses.

Note 2: "Operating income (loss) on external sales" was computed by subtracting "Intersegment operating income or transfer" from "Segment income (loss)."

The total "Operating income (loss) on external sales" equals to "Operating income" as shown in the consolidated statements of income.

Note 3: The amounts of the assets are not shown since the assets are not divided by segments.

FY2011 Results (April 1, 2011 - March 31, 2012)

(Unit: million yen)

	Reporting Segment						Others (Note 1)	Total
	Domestic civil engineering	Overseas civil engineering	Domestic building construction	Overseas building construction	Real estate development	Subtotal		
Net sales								
External sales	240,085	31,058	761,807	137,241	41,103	1,211,296	34,476	1,245,772
Intersegment sales or transfer	10,444	—	40,574	23	1,927	52,970	8,504	61,474
Total segment sales	250,530	31,058	802,382	137,265	43,030	1,264,267	42,980	1,307,247
Operating Income								
Operating Income on external sales (Note 2)	2,959	9,174	14,288	1,118	2,891	30,432	713	31,145
Intersegment operating income or transfer	(247)	—	1,130	—	(0)	882	(17)	864
Segment income	2,711	9,174	15,418	1,118	2,891	31,314	695	32,010

Note 1: Businesses that cannot be classified into the Company's reporting segments are shown as "Others."

This includes PFI (Private Finance Initiative), finance, operation of golf courses, and other businesses.

Note 2: "Operating income on external sales" was computed by subtracting "Intersegment operating income or transfer" from "Segment income."

The total "Operating income on external sales" equals to "Operating income" as shown in the consolidated statements of income.

Note 3: The amounts of the assets are not shown since the assets are not divided by segments.

## Notes to real estate for rent and other

FY2010 (April 1, 2010 - March 31, 2011)

The Company and a part of its subsidiaries hold office buildings for lease (incl. land), lands for redevelopment projects and etc. mainly in Tokyo and Osaka. Profit and impairment loss from the said real estate for FY2010 amounted to 7,045 million yen and 2,771 million yen respectively. (Sales and costs on real estate are booked in "Net sales of real estate business and other" and "Cost of sales on real estate business and other" respectively. Impairment loss is classified as "Extraordinary loss".)

Amounts on consolidated balance sheets, amounts increased (decreased) and market value of the said real estate are as follows:

(Unit : million yen)

Amounts on the consolidated balance sheets			Market value at March 31, 2011
At March 31, 2010	Increase (decrease) - net	At March 31, 2011	
183,477	37,473	220,950	241,976

Note 1: The amounts on the consolidated balance sheets shown above were computed by subtracting the accumulated depreciation from the purchase price.

Note 2: "Increase (decrease) - net" mainly consists of:

Increase - Purchase of office buildings for lease (incl. land) and other (31,963 million yen)

Decrease - Impairment loss (2,771 million yen)

Note 3: Market value at March 31, 2011 was computed by the Company in accordance with the "Real estate evaluation standards." (Some of the numbers were adjusted using official indices.)

FY2011 (April 1, 2011 - March 31, 2012)

The Company and a part of its subsidiaries hold office buildings for lease (incl. land), lands for redevelopment projects and etc. mainly in Tokyo and Osaka. Profit and impairment loss from the said real estate for FY2011 amounted to 7,438 million yen and 19,415 million yen respectively. (Sales and costs on real estate are booked in "Net sales of real estate business and other" and "Cost of sales on real estate business and other" respectively. Impairment loss is classified as "Extraordinary loss".)

Amounts on consolidated balance sheets, amounts increased (decreased) and market value of the said real estate are as follows:

(Unit : million yen)

Amounts on the consolidated balance sheets			Market value at March 31, 2012
At March 31, 2011	Increase (decrease) - net	At March 31, 2012	
220,950	1,345	222,296	258,239

Note 1: The amounts on the consolidated balance sheets shown above were computed by subtracting the accumulated depreciation from the purchase price.

Note 2: "Increase (decrease) - net" mainly consists of:

Increase - Consolidation of leasing properties and other (19,180 million yen)

Decrease - Impairment loss (19,415 million yen)

Note 3: Market value at March 31, 2012 was computed by the Company in accordance with the "Real estate evaluation standards." (Some of the numbers were adjusted using official indices.)

## Non-consolidated balance sheets

(Unit : million yen)

	March 31, 2011	March 31, 2012
<b>Assets</b>		
Current assets		
Cash and deposits	65,828	75,563
Notes receivable-trade	2,087	12,660
Accounts receivable from completed construction contracts	324,656	383,809
Accounts receivable-real estate business and other	2,741	3,764
Short-term investment securities	36	6
Real estate for sale	24,164	33,044
Costs on uncompleted construction contracts	52,563	43,835
Costs on real estate business and other	11,717	4,139
Raw materials and supplies	1,233	1,531
Prepaid expenses	1,431	1,317
Deferred tax assets	24,071	15,847
Accounts receivable-other	93,092	70,096
Other	7,468	6,635
Allowance for doubtful accounts	(610)	(560)
Total current assets	610,483	651,694
Noncurrent assets		
Property, plant and equipment		
Buildings	90,951	90,013
Accumulated depreciation	(54,283)	(55,382)
Buildings, net	36,668	34,631
Structures	5,473	5,641
Accumulated depreciation	(4,011)	(4,073)
Structures, net	1,461	1,568
Machinery and equipment	33,458	32,286
Accumulated depreciation	(30,548)	(30,097)
Machinery and equipment, net	2,910	2,188
Vehicles	599	584
Accumulated depreciation	(471)	(513)
Vehicles, net	127	71
Tools, furniture and fixtures	12,827	12,795
Accumulated depreciation	(11,054)	(11,194)
Tools, furniture and fixtures, net	1,773	1,601
Land	173,257	172,275
Lease assets	113	105
Accumulated depreciation	(64)	(76)
Lease assets, net	48	28
Construction in progress	774	2,631
Total property, plant and equipment	217,022	214,997
Intangible assets	4,138	3,914
Investments and other assets		
Investment securities	240,544	253,595
Stocks of subsidiaries and affiliates	12,654	15,501
Investments in other securities of subsidiaries and affiliates	32,254	15,623
Investments in capital	1,122	1,112
Investments in capital of subsidiaries and affiliates	6,102	6,099
Long-term loans receivable	4	4
Long-term loans receivable from employees	73	82
Long-term loans receivable from subsidiaries and affiliates	10,873	9,310
Claims provable in bankruptcy, claims provable in rehabilitation and other	4,782	4,705
Lease and guarantee deposits	8,551	7,111
Deferred tax assets	41,542	35,536
Long-term accounts receivable-other	—	39,862
Other	7,956	6,485
Allowance for doubtful accounts	(4,503)	(4,557)
Total investments and other assets	361,958	390,473
Total noncurrent assets	583,118	609,385
Total assets	1,193,601	1,261,079

(Unit : million yen)

	March 31, 2011	March 31, 2012
<b>Liabilities</b>		
Current liabilities		
Notes payable-trade	23,749	29,040
Accounts payable for construction contracts	340,024	426,290
Accounts payable-real estate and other	891	1,051
Short-term loans payable	71,821	82,530
Commercial papers	40,000	—
Current portion of bonds	10,000	—
Lease obligations	25	16
Accounts payable-other	11,416	15,035
Accrued expenses	11,789	12,293
Income taxes payable	870	588
Advances received on uncompleted construction contracts	55,506	55,424
Deposit received-real estate and other	2,779	2,507
Deposits received	49,807	64,346
Unearned revenue	91	92
Provision for warranties for completed construction	1,840	2,473
Provision for loss on construction contracts	8,697	6,864
Deposits received from employees	22,313	21,806
Other	2,382	1,194
Total current liabilities	654,007	721,556
Noncurrent liabilities		
Bonds payable	50,000	60,000
Long-term loans payable	84,601	82,336
Lease obligations	26	15
Deferred tax liabilities for land revaluation	28,522	24,606
Provision for retirement benefits	58,163	56,259
Provision for loss on real estate business and other	16,423	3,365
Provision for environmental measures	986	958
Asset retirement obligations	6	6
Other	7,161	6,783
Total noncurrent liabilities	245,890	234,331
Total liabilities	899,897	955,888
<b>Net assets</b>		
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	2,347	2,879
General reserve	70,000	70,000
Retained earnings brought forward	33,448	29,583
Total retained earnings	120,233	116,900
Treasury stock	(1,379)	(1,530)
Total shareholders' equity	218,301	214,817
Valuation and translation adjustments		
Valuation difference on available-for-sale securities	59,864	72,190
Deferred gains or losses on hedges	137	(22)
Revaluation reserve for land	15,400	18,205
Total valuation and translation adjustments	75,402	90,373
Total net assets	293,704	305,190
Total liabilities and net assets	1,193,601	1,261,079

## Non-consolidated statements of income

(Unit : million yen)

	FY 2010 From April 1, 2010 to March 31, 2011	FY 2011 From April 1, 2011 to March 31, 2012
Net sales		
Net sales of completed construction contracts	865,871	943,099
Net sales of real estate business and other	43,329	20,534
Total net sales	909,201	963,633
Cost of sales		
Cost of sales of completed construction contracts	795,903	863,499
Cost of sales on real estate business and other	33,837	19,328
Total cost of sales	829,740	882,828
Gross profit		
Gross profit on completed construction contracts	69,968	79,600
Gross profit on real estate business and other	9,492	1,205
Gross profit	79,460	80,805
Selling, general and administrative expenses	59,613	58,785
Operating income	19,847	22,020
Non-operating income		
Interest income	1,029	1,831
Interest on securities	3	4
Dividends income	7,521	5,857
Foreign exchange gains	—	585
Other	447	248
Total non-operating income	9,001	8,528
Non-operating expenses		
Interest expenses	2,319	1,962
Interest on bonds	499	557
Foreign exchange losses	2,504	—
Other	2,803	1,284
Total non-operating expenses	8,126	3,804
Ordinary income	20,722	26,744
Extraordinary income		
Gain on sales of investment securities	8,244	14,132
Other	731	252
Total extraordinary income	8,975	14,384
Extraordinary loss		
Loss on valuation of investments in other securities of subsidiaries and affiliates	—	18,819
Loss on valuation of investment securities	4,620	2,760
Earthquake recovery support costs	—	800
Impairment loss	2,460	703
Loss on adjustment for changes of accounting standard for asset retirement obligations	1,254	—
Other	1,700	2,556
Total extraordinary losses	10,035	25,640
Income before income taxes	19,662	15,487
Income taxes-current	225	(1,167)
Income taxes-deferred	7,280	14,900
Total income taxes	7,505	13,733
Net income	12,156	1,754

## Quick review of consolidated and non-consolidated FY2011 results

(in comparison with FY2010 results)

(Unit: 100 million yen)

	Consolidated						Non-consolidated					
	FY 2010 April 1, 2010 - March 31, 2011		FY 2011 April 1, 2011 - March 31, 2012		Variance	Variance rate (%)	FY 2010 April 1, 2010 - March 31, 2011		FY 2011 April 1, 2011 - March 31, 2012		Variance	Variance rate (%)
Net sales of completed construction contracts	%	10,549	%	11,701	1,152	10.9	%	8,658	%	9,430	772	8.9
Civil Engineering		—		—	—	—		2,259		1,866	-393	-17.4
Building Construction		—		—	—	—		6,399		7,564	1,165	18.2
Gross profit on completed construction contracts	7.9	836	8.3	971	134	16.1	8.1	699	8.4	796	96	13.8
Civil Engineering		—		—	—	—	12.4	280	14.9	277	-2	-1.1
Building Construction		—		—	—	—	6.5	418	6.8	518	99	23.7
Net sales of real estate business and other		769		755	-13	-1.7		433		205	-227	-52.6
Gross profit on real estate business and other	20.9	160	17.9	135	-25	-15.8	21.9	94	5.9	12	-82	-87.3
<b>Net sales</b>		<b>11,318</b>		<b>12,457</b>	<b>1,139</b>	<b>10.1</b>		<b>9,092</b>		<b>9,636</b>	<b>544</b>	<b>6.0</b>
Gross profit	8.8	997	8.9	1,106	109	11.0	8.7	794	8.4	808	13	1.7
Selling, general and administrative expenses	6.8	765	6.4	795	29	3.9	6.5	596	6.1	587	-8	-1.4
(Personnel expenses)		(446)		(450)	(3)			(346)		(333)	(-13)	
(Others)		(318)		(345)	(26)			(249)		(254)	(4)	
<b>Operating Income</b>	<b>2.0</b>	<b>231</b>	<b>2.5</b>	<b>311</b>	<b>79</b>	<b>34.4</b>	<b>2.2</b>	<b>198</b>	<b>2.3</b>	<b>220</b>	<b>21</b>	<b>10.9</b>
Non-operating income		72		86	13	18.9		90		85	-4	-5.3
Non-operating expenses		82		45	-36	-44.8		81		38	-43	-53.2
(interests received/paid and dividend income - net)		(26)		(34)	(7)			(56)		(50)	(-5)	
<b>Ordinary income</b>	<b>2.0</b>	<b>222</b>	<b>2.8</b>	<b>352</b>	<b>130</b>	<b>58.7</b>	<b>2.3</b>	<b>207</b>	<b>2.8</b>	<b>267</b>	<b>60</b>	<b>29.1</b>
Extraordinary income		92		155	63	69.0		89		143	54	60.3
Extraordinary loss		113		272	158	139.2		100		256	156	155.5
Income before income taxes and minority interests	1.8	200	1.9	235	35	17.7	2.2	196	1.6	154	-41	-21.2
Total income taxes		46		177	131	284.4		75		137	62	83.0
Income before minority interests		154		58	-95	-62.2		—		—	—	—
Minority interests in income (deduction)		-0		6	6	—		—		—	—	—
<b>Net income</b>	<b>1.4</b>	<b>154</b>	<b>0.4</b>	<b>51</b>	<b>-102</b>	<b>-66.7</b>	<b>1.3</b>	<b>121</b>	<b>0.2</b>	<b>17</b>	<b>-104</b>	<b>-85.6</b>

## Orders received

(Unit: 100 million yen)

	Consolidated					Non-consolidated				
	FY 2010 April 1, 2010 - March 31, 2011		FY 2011 April 1, 2011 - March 31, 2012		Variance	Variance rate (%)	FY 2010 April 1, 2010 - March 31, 2011		Variance	Variance rate (%)
Civil Engineering	2,237		3,472		1,234	55.2	1,609		840	52.2
(Domestic)	(2,117)		(2,864)		(746)	(35.3)	(1,489)		(680)	(45.7)
(Overseas)	(119)		(607)		(487)	(406.4)	(119)		(159)	(133.2)
Building Construction	8,845		9,425		579	6.6	7,153		664	9.3
(Domestic)	(7,338)		(7,908)		(570)	(7.8)	(6,978)		(540)	(7.7)
(Overseas)	(1,507)		(1,517)		(9)	(0.6)	(174)		(124)	(71.3)
Construction Total	11,083		12,897		1,814	16.4	8,762		1,505	17.2
(Domestic)	(9,456)		(10,773)		(1,316)	(13.9)	(8,467)		(1,220)	(14.4)
(Overseas)	(1,627)		(2,124)		(497)	(30.6)	(294)		(284)	(96.5)
Real Estate and others	722		729		6	0.9	434		-205	-47.3
Total orders received	11,806		13,627		1,820	15.4	9,197		1,299	14.1

## Interest-bearing loan balances

(Unit: 100 million yen)

	Consolidated				Non-consolidated			
	March 31, 2011	March 31, 2012	Variance	Variance rate (%)	March 31, 2011	March 31, 2012	Variance	Variance rate (%)
Interest-bearing loan (except PFI related)	3,213	3,207	-5	-0.2	2,564	2,248	-315	-12.3
PFI and other project finance loans	878	843	-35	-4.1	—	—	—	—
Interest-bearing loan total	4,092	4,051	-41	-1.0	2,564	2,248	-315	-12.3

Note: The unit used is 100 million yen or Japanese "oku-en".



Quick review of consolidated and non-consolidated FY2011 results  
(in comparison with the latest forecast for the term)

(Unit: 100 million yen)

	Consolidated					Non-consolidated				
	Forecast announced on November 9	Result-FY 2011 April 1, 2011 - March 31, 2012	Variance	Variance rate (%)	Forecast announced on November 9	Result-FY 2011 April 1, 2011 - March 31, 2012	Variance	Variance rate (%)		
Net sales of completed construction contracts	12,050	11,701	-348	-2.9	9,700	9,430	-269	-2.8		
Civil Engineering	—	—	—	—	1,900	1,866	-33	-1.8		
Building Construction	—	—	—	—	7,800	7,564	-235	-3.0		
Gross profit on completed construction contracts	7.6 920	8.3 971	51	5.6	7.7 750	8.4 796	46	6.1		
Civil Engineering	—	—	—	—	11.8 225	14.9 277	52	23.5		
Building Construction	—	—	—	—	6.7 525	6.8 518	-6	-1.3		
Net sales of real estate business and other	750	755	5	0.8	150	205	55	36.9		
Gross profit on real estate business and other	20.7 155	17.9 135	-19	-12.7	26.7 40	5.9 12	-27	-69.9		
<b>Net sales</b>	<b>12,800</b>	<b>12,457</b>	<b>-342</b>	<b>-2.7</b>	<b>9,850</b>	<b>9,636</b>	<b>-213</b>	<b>-2.2</b>		
Gross profit	8.4 1,075	8.9 1,106	31	3.0	8.0 790	8.4 808	18	2.3		
Selling, general and administrative expenses	6.2 795	6.4 795	0	0.0	6.0 590	6.1 587	-2	-0.4		
(Personnel expenses)	(455)	(450)	(-4)		(340)	(333)	(-6)			
(Others)	(340)	(345)	(5)		(250)	(254)	(4)			
<b>Operating Income</b>	<b>2.2 280</b>	<b>2.5 311</b>	<b>31</b>	<b>11.2</b>	<b>2.0 200</b>	<b>2.3 220</b>	<b>20</b>	<b>10.1</b>		
Non-operating income	80	86	6	8.1	75	85	10	13.7		
Non-operating expenses	75	45	-29	-39.3	60	38	-21	-36.6		
(interests received/paid and dividend income - net)	(29)	(34)	(5)		(46)	(50)	(4)			
<b>Ordinary income</b>	<b>2.2 285</b>	<b>2.8 352</b>	<b>67</b>	<b>23.7</b>	<b>2.2 215</b>	<b>2.8 267</b>	<b>52</b>	<b>24.4</b>		
Extraordinary income	150	155	5	3.8	145	143	-1	-0.8		
Extraordinary loss	70	272	202	288.8	60	256	196	327.3		
Income before income taxes and minority interests	2.9 365	1.9 235	-129	-35.4	3.0 300	1.6 154	-145	-48.4		
Total income taxes	295 *	177	-117	-39.8	260 *	137	-122	-47.2		
Income before minority interests	70 *	58	-11	-16.8	—	—	—	—		
Minority interests in income (deduction)	10	6	-3	-31.6	—	—	—	—		
<b>Net income</b>	<b>0.5 60 *</b>	<b>0.4 51</b>	<b>-8</b>	<b>-14.3</b>	<b>0.4 40 *</b>	<b>0.2 17</b>	<b>-22</b>	<b>-56.1</b>		

\* Consolidated and non-consolidated forecast was revised at the time of announcement of change of forecast on February 7, 2012.

Orders received

(Unit: 100 million yen)

	Consolidated				Non-consolidated			
	Forecast announced on November 9	Result-FY 2011 April 1, 2011 - March 31, 2012	Variance	Variance rate (%)	Forecast announced on November 9	Result-FY 2011 April 1, 2011 - March 31, 2012	Variance	Variance rate (%)
Civil Engineering	3,300	3,472	172	5.2	2,300	2,449	149	6.5
(Domestic)	(2,500)	(2,864)	(364)	(14.6)	(1,800)	(2,169)	(369)	(20.6)
(Overseas)	(800)	(607)	(-192)	(-24.1)	(500)	(279)	(-220)	(-44.0)
Building Construction	9,350	9,425	75	0.8	7,700	7,818	118	1.5
(Domestic)	(7,850)	(7,908)	(58)	(0.7)	(7,400)	(7,518)	(118)	(1.6)
(Overseas)	(1,500)	(1,517)	(17)	(1.1)	(300)	(299)	(-0)	(-0.1)
Construction Total	12,650	12,897	247	2.0	10,000	10,268	268	2.7
(Domestic)	(10,350)	(10,773)	(423)	(4.1)	(9,200)	(9,688)	(488)	(5.3)
(Overseas)	(2,300)	(2,124)	(-175)	(-7.6)	(800)	(579)	(-220)	(-27.6)
Real Estate and others	750	729	-20	-2.8	200	229	29	14.6
Total orders received	13,400	13,627	227	1.7	10,200	10,497	297	2.9

Interest-bearing loan balances

(Unit: 100 million yen)

	Consolidated				Non-consolidated			
	Forecast announced on November 9, 2011	March 31, 2012	Variance	Variance rate (%)	Forecast announced on November 9, 2011	March 31, 2012	Variance	Variance rate (%)
Interest-bearing loan (except PFI related)	3,400	3,207	-192	-5.6	2,400	2,248	-151	-6.3
PFI and other project finance loan	900	843	-56	-6.3	—	—	—	—
Interest-bearing loan total	4,300	4,051	-248	-5.8	2,400	2,248	-151	-6.3

Note: The unit used is 100 million yen or Japanese "oku-en".

## Quick overview of consolidated and non-consolidated forecasts for FY2012 (Full year)

(in comparison with FY2011 results)

(Unit: 100 million yen)

	Consolidated						Non-consolidated					
	FY 2011 April 1, 2011 - March 31, 2012		FY 2012e April 1, 2012 - March 31, 2013		Variance	Variance rate (%)	FY 2011 April 1, 2011 - March 31, 2012		FY 2012e April 1, 2012 - March 31, 2013		Variance	Variance rate (%)
Net sales of completed construction contracts	%	11,701	%	12,950			1,248	10.7	%	9,430		
Civil Engineering		—		—	—	—		1,866		2,220	353	19.0
Building Construction		—		—	—	—		7,564		8,100	535	7.1
Gross profit on completed construction contracts	8.3	971	7.1	920	-51	-5.3	8.4	796	7.1	730	-66	-8.3
Civil Engineering		—		—	—	—	14.9	277	9.5	210	-67	-24.4
Building Construction		—		—	—	—	6.8	518	6.4	520	1	0.4
Net sales of real estate business and other		755		1,050	294	38.9		205		330	124	60.7
Gross profit on real estate business and other	17.9	135	20.0	210	74	55.1	5.9	12	21.2	70	57	480.6
<b>Net sales</b>		<b>12,457</b>		<b>14,000</b>	<b>1,542</b>	<b>12.4</b>		<b>9,636</b>		<b>10,650</b>	<b>1,013</b>	<b>10.5</b>
Gross profit	8.9	1,106	8.1	1,130	23	2.1	8.4	808	7.5	800	-8	-1.0
Selling, general and administrative expenses	6.4	795	5.7	790	-5	-0.7	6.1	587	5.4	580	-7	-1.3
(Personnel expenses)		(450)		(450)	(-0)			(333)		(330)	(-3)	
(Others)		(345)		(340)	(-5)			(254)		(250)	(-4)	
<b>Operating Income</b>	<b>2.5</b>	<b>311</b>	<b>2.4</b>	<b>340</b>	<b>28</b>	<b>9.2</b>	<b>2.3</b>	<b>220</b>	<b>2.1</b>	<b>220</b>	<b>-0</b>	<b>-0.1</b>
Non-operating income		86		75	-11	-13.3		85		75	-10	-12.1
Non-operating expenses		45		45	-0	-1.1		38		35	-3	-8.0
(interests received/paid and dividend income - net)		(34)		(35)	(0)			(50)		(50)	(-0)	
<b>Ordinary income</b>	<b>2.8</b>	<b>352</b>	<b>2.6</b>	<b>370</b>	<b>17</b>	<b>5.0</b>	<b>2.8</b>	<b>267</b>	<b>2.4</b>	<b>260</b>	<b>-7</b>	<b>-2.8</b>
Extraordinary income		155		—	-155	—		143		—	-143	—
Extraordinary loss		272		—	-272	—		256		—	-256	—
Income before income taxes and minority interests	1.9	235	2.6	370	134	56.8	1.6	154	2.4	260	105	67.9
Total income taxes		177		250	72	40.7		137		200	62	45.6
Income before minority interests		58		120	61	106.0		—		—	—	—
Minority interests in income (deduction)		6		10	3	46.3		—		—	—	—
<b>Net income</b>	<b>0.4</b>	<b>51</b>	<b>0.8</b>	<b>110</b>	<b>58</b>	<b>113.9</b>	<b>0.2</b>	<b>17</b>	<b>0.6</b>	<b>60</b>	<b>42</b>	<b>242.0</b>

## Orders received

(Unit: 100 million yen)

	Consolidated					Non-consolidated						
	FY 2011 April 1, 2011 - March 31, 2012		FY 2012e April 1, 2012 - March 31, 2013		Variance	Variance rate (%)	FY 2011 April 1, 2011 - March 31, 2012		FY 2012e April 1, 2012 - March 31, 2013		Variance	Variance rate (%)
Civil Engineering		3,472		3,300			-172	-5.0		2,449		
(Domestic)		(2,864)		(2,500)	(-364)	(-12.7)		(2,169)		(1,800)	(-369)	(-17.1)
(Overseas)		(607)		(800)	(192)	(31.7)		(279)		(500)	(220)	(78.7)
Building Construction		9,425		9,800	374	4.0		7,818		8,200	381	4.9
(Domestic)		(7,908)		(8,100)	(191)	(2.4)		(7,518)		(7,700)	(181)	(2.4)
(Overseas)		(1,517)		(1,700)	(182)	(12.1)		(299)		(500)	(200)	(66.8)
Construction Total		12,897		13,100	202	1.6		10,268		10,500	231	2.3
(Domestic)		(10,773)		(10,600)	(-173)	(-1.6)		(9,688)		(9,500)	(-188)	(-1.9)
(Overseas)		(2,124)		(2,500)	(375)	(17.7)		(579)		(1,000)	(420)	(72.6)
Real Estate and others		729		700	-29	-4.0		229		300	70	30.9
Total orders received		13,627		13,800	172	1.3		10,497		10,800	302	2.9

## Interest-bearing loan balances

(Unit: 100 million yen)

	Consolidated				Non-consolidated			
	March 31, 2012	Forecast-FY 2012 March 31, 2013	Variance	Variance rate (%)	March 31, 2012	Forecast-FY 2012 March 31, 2013	Variance	Variance rate (%)
Interest-bearing loan (except PFI related)	3,207	3,100	-107	-3.4	2,248	2,200	-48	-2.2
PFI and other project finance loans	843	800	-43	-5.1	—	—	—	—
Interest-bearing loan total	4,051	3,900	-151	-3.7	2,248	2,200	-48	-2.2

Note: This overview of forecast was prepared in accordance with the Japanese accounting standard for quarterly financial statements, although it is not subject to the disclosure legally required by the related authorities. This overview of forecast was prepared for reference purpose only and was prepared on the basis of information available at the time of the release of the Japanese original. Due to various factors, the actual results may vary from the forecast data. The unit used is 100 million yen or Japanese "oku-en".

## Quick overview of consolidated and non-consolidated forecasts for 2Q (Cumulative) of FY2012

(in comparison with 2Q/FY2011 results)

(Unit: 100 million yen)

	Consolidated					Non-consolidated						
	2Q/FY 2011 April 1, 2011 - September 30, 2011		2Q/FY 2012e April 1, 2012 - September 30, 2012		Variance	Variance rate (%)	2Q/FY 2011 April 1, 2011 - September 30, 2011		2Q/FY 2012e April 1, 2012 - September 30, 2012		Variance	Variance rate (%)
Net sales of completed construction contracts	%	5,116	%	6,200	1,083	21.2	%	4,140	%	4,970	829	20.0
┌ Civil Engineering		—		—	—	—		745		1,070	324	43.4
└ Building Construction		—		—	—	—		3,394		3,900	505	14.9
Gross profit on completed construction contracts	7.5	382	6.5	400	17	4.6	7.3	304	6.3	315	10	3.6
┌ Civil Engineering		—		—	—	—	10.3	76	8.9	95	18	23.5
└ Building Construction		—		—	—	—	6.7	227	5.6	220	-7	-3.1
Net sales of real estate business and other		331		500	168	50.7		88		80	-8	-9.6
Gross profit on real estate business and other	21.3	70	16.0	80	9	13.0	23.3	20	25.0	20	-0	-3.0
<b>Net sales</b>		<b>5,448</b>		<b>6,700</b>	<b>1,251</b>	<b>23.0</b>		<b>4,229</b>		<b>5,050</b>	<b>820</b>	<b>19.4</b>
Gross profit	8.3	453	7.2	480	26	6.0	7.7	324	6.6	335	10	3.2
Selling, general and administrative expenses	7.1	389	5.9	390	0	0.0	6.9	289	5.7	290	0	0.3
(Personnel expenses)		(226)		(225)	(-1)			(169)		(170)	(0)	
(Others)		(163)		(165)	(1)			(119)		(120)	(0)	
<b>Operating Income</b>	<b>1.2</b>	<b>63</b>	<b>1.3</b>	<b>90</b>	<b>26</b>	<b>42.4</b>	<b>0.8</b>	<b>35</b>	<b>0.9</b>	<b>45</b>	<b>9</b>	<b>26.7</b>
Non-operating income		41		40	-1	-4.5		42		45	2	4.8
Non-operating expenses		43		20	-23	-54.1		39		15	-24	-61.9
(interests received/paid and dividend income - net)		(17)		(20)	(2)			(28)		(30)	(1)	
<b>Ordinary income</b>	<b>1.1</b>	<b>61</b>	<b>1.6</b>	<b>110</b>	<b>48</b>	<b>78.9</b>	<b>0.9</b>	<b>39</b>	<b>1.5</b>	<b>75</b>	<b>35</b>	<b>92.0</b>
Extraordinary income		152		—	-152	—		142		—	-142	—
Extraordinary loss		33		—	-33	—		30		—	-30	—
Income before income taxes and minority interests	3.3	180	1.6	110	-70	-39.1	3.6	151	1.5	75	-76	-50.5
Total income taxes		66		40	-26	-39.6		58		30	-28	-48.4
Income before minority interests		114		70	-44	-38.9		—		—	—	—
Minority interests in income (deduction)		-0		—	0	—		—		—	—	—
<b>Net income</b>	<b>2.1</b>	<b>115</b>	<b>1.0</b>	<b>70</b>	<b>-45</b>	<b>-39.2</b>	<b>2.2</b>	<b>93</b>	<b>0.9</b>	<b>45</b>	<b>-48</b>	<b>-51.7</b>

## Orders received

(Unit: 100 million yen)

	Consolidated					Non-consolidated						
	2Q/FY 2011 April 1, 2011 - September 30, 2011		2Q/FY 2012e April 1, 2012 - September 30, 2012		Variance	Variance rate (%)	2Q/FY 2011 April 1, 2011 - September 30, 2011		2Q/FY 2012e April 1, 2012 - September 30, 2012		Variance	Variance rate (%)
Civil Engineering		1,216		1,450	233	19.2		816		950	133	16.4
(Domestic)		(1,090)		(1,000)	(-90)	(-8.3)		(797)		(650)	(-147)	(-18.5)
(Overseas)		(125)		(450)	(324)	(257.5)		(18)		(300)	(281)	(-)
Building Construction		3,357		4,250	892	26.6		2,747		3,300	552	20.1
(Domestic)		(2,789)		(3,200)	(410)	(14.7)		(2,600)		(3,000)	(399)	(15.4)
(Overseas)		(568)		(1,050)	(481)	(84.8)		(146)		(300)	(153)	(104.2)
Construction Total		4,573		5,700	1,126	24.6		3,563		4,250	686	19.2
(Domestic)		(3,879)		(4,200)	(320)	(8.3)		(3,398)		(3,650)	(251)	(7.4)
(Overseas)		(694)		(1,500)	(805)	(116.1)		(165)		(600)	(434)	(261.9)
Real Estate and others		347		250	-97	-28.1		90		50	-40	-44.6
<b>Total orders received</b>		<b>4,921</b>		<b>5,950</b>	<b>1,028</b>	<b>20.9</b>		<b>3,654</b>		<b>4,300</b>	<b>645</b>	<b>17.7</b>

## Non-Consolidated Orders Received, Net Sales, Carried-forward and Gross profit

(For reference purpose only)

### 1. Breakdown of non-consolidated orders received

(Unit: million yen)

	FY2010 (From April 1, 2010 to March 31, 2011)		FY2011 (From April 1, 2011 to March 31, 2012)		Variance	
		%		%		% variance
<b>Civil Engineering</b>						
Domestic Public	84,424	9.2	124,260	11.8	39,835	47.2
Domestic Private	64,491	7.0	92,738	8.9	28,247	43.8
Domestic total	148,916	16.2	216,999	20.7	68,083	45.7
Overseas total	11,998	1.3	27,984	2.6	15,985	133.2
Subtotal	160,914	17.5	244,983	23.3	84,068	52.2
<b>Building Construction</b>						
Domestic Public	33,540	3.7	43,918	4.2	10,378	30.9
Domestic Private	664,310	72.2	707,934	67.4	43,623	6.6
Domestic total	697,850	75.9	751,852	71.6	54,002	7.7
Overseas total	17,495	1.9	29,967	2.9	12,471	71.3
Subtotal	715,346	77.8	781,820	74.5	66,473	9.3
<b>Construction Total</b>						
Domestic Public	117,964	12.9	168,178	16.0	50,213	42.6
Domestic Private	728,802	79.2	800,673	76.3	71,871	9.9
Domestic total	846,767	92.1	968,852	92.3	122,085	14.4
Overseas total	29,494	3.2	57,951	5.5	28,457	96.5
Subtotal	876,261	95.3	1,026,804	97.8	150,542	17.2
Real Estate Business and Other	43,483	4.7	22,917	2.2	(20,566)	(47.3)
<b>Total</b>	<b>919,744</b>	<b>100</b>	<b>1,049,721</b>	<b>100</b>	<b>129,976</b>	<b>14.1</b>

### 2. Breakdown of non-consolidated net sales

(Unit: million yen)

	FY2010 (From April 1, 2010 to March 31, 2011)		FY2011 (From April 1, 2011 to March 31, 2012)		Variance	
		%		%		% variance
<b>Civil Engineering</b>						
Domestic Public	105,630	11.6	95,153	9.9	(10,477)	(9.9)
Domestic Private	72,981	8.0	77,258	8.0	4,276	5.9
Domestic total	178,612	19.6	172,412	17.9	(6,200)	(3.5)
Overseas total	47,319	5.2	14,204	1.5	(33,115)	(70.0)
Subtotal	225,932	24.8	186,616	19.4	(39,315)	(17.4)
<b>Building Construction</b>						
Domestic Public	59,337	6.5	43,305	4.5	(16,032)	(27.0)
Domestic Private	553,514	60.9	691,950	71.8	138,436	25.0
Domestic total	612,852	67.4	735,256	76.3	122,404	20.0
Overseas total	27,086	3.0	21,226	2.2	(5,860)	(21.6)
Subtotal	639,939	70.4	756,482	78.5	116,543	18.2
<b>Construction Total</b>						
Domestic Public	164,968	18.1	138,459	14.4	(26,509)	(16.1)
Domestic Private	626,496	68.9	769,209	79.8	142,712	22.8
Domestic total	791,465	87.0	907,668	94.2	116,203	14.7
Overseas total	74,406	8.2	35,431	3.7	(38,975)	(52.4)
Subtotal	865,871	95.2	943,099	97.9	77,227	8.9
Real Estate Business and Other	43,329	4.8	20,534	2.1	(22,795)	(52.6)
<b>Total</b>	<b>909,201</b>	<b>100</b>	<b>963,633</b>	<b>100</b>	<b>54,432</b>	<b>6.0</b>

### 3. Breakdown of non-consolidated amounts carried-forward

(Unit: million yen)

	At March 31, 2011		At March 31, 2012		Variance	
		%		%		% variance
<b>Civil Engineering</b>						
Domestic Public	170,515	13.0	199,622	14.4	29,107	17.1
Domestic Private	82,251	6.3	97,731	7.0	15,480	18.8
Domestic total	252,766	19.3	297,354	21.4	44,587	17.6
Overseas total	33,524	2.6	47,304	3.4	13,779	41.1
Subtotal	286,291	21.9	344,658	24.8	58,366	20.4
<b>Building Construction</b>						
Domestic Public	67,935	5.2	68,548	4.9	612	0.9
Domestic Private	894,178	68.5	910,162	65.4	15,983	1.8
Domestic total	962,114	73.7	978,710	70.3	16,596	1.7
Overseas total	56,471	4.3	65,212	4.7	8,740	15.5
Subtotal	1,018,586	78.0	1,043,923	75.0	25,337	2.5
<b>Construction Total</b>						
Domestic Public	238,450	18.2	268,170	19.3	29,719	12.5
Domestic Private	976,430	74.8	1,007,894	72.4	31,464	3.2
Domestic total	1,214,881	93.0	1,276,065	91.7	61,183	5.0
Overseas total	89,996	6.9	112,516	8.1	22,520	25.0
Subtotal	1,304,877	99.9	1,388,581	99.8	83,704	6.4
Real Estate Business and Other	1,092	0.1	3,476	0.2	2,383	218.1
<b>Total</b>	<b>1,305,970</b>	<b>100</b>	<b>1,392,057</b>	<b>100</b>	<b>86,087</b>	<b>6.6</b>

4. Non-consolidated gross profit and margin of completed construction contracts

(Unit: million yen)

	FY2010 (From April 1, 2010 to March 31, 2011)		FY2011 (From April 1, 2011 to March 31, 2012)		Variance	
		Gross margin (%)		Gross margin (%)		% variance
<b>Civil Engineering</b>						
Domestic	20,442	11.4	15,696	9.1	(4,746)	(23.2)
Overseas	7,641	16.1	12,091	85.1	4,450	58.2
<b>Civil Engineering Total</b>	<b>28,084</b>	<b>12.4</b>	<b>27,787</b>	<b>14.9</b>	<b>(296)</b>	<b>(1.1)</b>
<b>Building Construction</b>						
Domestic	38,371	6.3	48,847	6.6	10,476	27.3
Overseas	3,512	13.0	2,964	14.0	(547)	(15.6)
<b>Building Construction Total</b>	<b>41,884</b>	<b>6.5</b>	<b>51,812</b>	<b>6.8</b>	<b>9,928</b>	<b>23.7</b>
<b>Construction Total</b>						
Domestic	58,814	7.4	64,543	7.1	5,729	9.7
Overseas	11,153	15.0	15,056	42.5	3,902	35.0
<b>Subtotal</b>	<b>69,968</b>	<b>8.1</b>	<b>79,600</b>	<b>8.4</b>	<b>9,631</b>	<b>13.8</b>
Real Estate Business and Other	9,492	21.9	1,205	5.9	(8,286)	(87.3)
<b>Total</b>	<b>79,460</b>	<b>8.7</b>	<b>80,805</b>	<b>8.4</b>	<b>1,345</b>	<b>1.7</b>

Forecasts for FY2012 ending March 2013 (Non-consolidated)

1. Net sales and gross profit for FY2012 (Non-consolidated)

(Unit: million yen)

	Net Sales				Gross Profit			
	Half Year (From Apr. 1, 2012 to Sep. 30, 2012)		Full Year (From Apr. 1, 2012 to Mar. 31, 2013)		Half Year (From Apr. 1, 2012 to Sep. 30, 2012)		Full Year (From Apr. 1, 2012 to Mar. 31, 2013)	
		% variance		% variance		% Gross Margin		% Gross Margin
<b>Civil Engineering</b>								
Domestic	97,000	40.7	200,000	16.0	8,800	9.1	19,500	9.8
Overseas	10,000	76.2	22,000	54.9	700	7.0	1,500	6.8
<b>Sub-total</b>	<b>107,000</b>	<b>43.4</b>	<b>222,000</b>	<b>19.0</b>	<b>9,500</b>	<b>8.9</b>	<b>21,000</b>	<b>9.5</b>
<b>Building Construction</b>								
Domestic	370,000	12.3	760,000	3.4	20,700	5.6	49,000	6.4
Overseas	20,000	100.7	50,000	135.6	1,300	6.5	3,000	6.0
<b>Sub-total</b>	<b>390,000</b>	<b>14.9</b>	<b>810,000</b>	<b>7.1</b>	<b>22,000</b>	<b>5.6</b>	<b>52,000</b>	<b>6.4</b>
<b>Construction Total</b>								
Domestic	467,000	17.2	960,000	5.8	29,500	6.3	68,500	7.1
Overseas	30,000	91.8	72,000	103.2	2,000	6.7	4,500	6.3
<b>Sub-total</b>	<b>497,000</b>	<b>20.0</b>	<b>1,032,000</b>	<b>9.4</b>	<b>31,500</b>	<b>6.3</b>	<b>73,000</b>	<b>7.1</b>
Real Estate Business and Other	8,000	(9.6)	33,000	60.7	2,000	25.0	7,000	21.2
<b>Total</b>	<b>505,000</b>	<b>19.4</b>	<b>1,065,000</b>	<b>10.5</b>	<b>33,500</b>	<b>6.6</b>	<b>80,000</b>	<b>7.5</b>

\* The forecast above was prepared on the basis of information available at the time of the release of the Japanese original.

Due to various factors, the actual result may vary from the forecast data.

\* % variance of net sales in table 1 above shows the changes from the same period of the previous fiscal year.

2. Net sales and operating income for FY2012 (Consolidated)

(Unit: million yen)

	Consolidated Net Sales				Consolidated Operating Income			
	Half Year (From Apr. 1, 2012 to Sep. 30, 2012)		Full Year (From Apr. 1, 2012 to Mar. 31, 2013)		Half Year (From Apr. 1, 2012 to Sep. 30, 2012)		Full Year (From Apr. 1, 2012 to Mar. 31, 2013)	
		% variance		% variance		% Gross Margin		% Gross Margin
<b>Civil Engineering</b>								
Domestic	124,700	33.2	268,500	11.8	2,100	1.7	8,500	3.2
Overseas	21,300	55.0	45,500	46.5	(600)	(2.8)	(1,200)	(2.6)
<b>Sub-total</b>	<b>146,000</b>	<b>36.0</b>	<b>314,000</b>	<b>15.8</b>	<b>1,500</b>	<b>1.0</b>	<b>7,300</b>	<b>2.3</b>
<b>Building Construction</b>								
Domestic	382,000	12.7	788,500	3.5	3,300	0.9	13,100	1.7
Overseas	92,000	40.7	192,500	40.3	1,500	1.6	3,400	1.8
<b>Sub-total</b>	<b>474,000</b>	<b>17.2</b>	<b>981,000</b>	<b>9.1</b>	<b>4,800</b>	<b>1.0</b>	<b>16,500</b>	<b>1.7</b>
<b>Construction Total</b>								
Domestic	506,700	17.1	1,057,000	5.5	5,400	1.1	21,600	2.0
Overseas	113,300	43.2	238,000	41.4	900	0.8	2,200	0.9
<b>Sub-total</b>	<b>620,000</b>	<b>21.2</b>	<b>1,295,000</b>	<b>10.7</b>	<b>6,300</b>	<b>1.0</b>	<b>23,800</b>	<b>1.8</b>
Real Estate Business and Other	50,000	50.7	105,000	38.9	2,700	5.4	10,200	9.7
<b>Total</b>	<b>670,000</b>	<b>23.0</b>	<b>1,400,000</b>	<b>12.4</b>	<b>9,000</b>	<b>1.3</b>	<b>34,000</b>	<b>2.4</b>

\* Above is a forecast related to segment information. Consolidated net sales and consolidated operating income shows amount of net sales for external customers and operating income on net sales for external customers respectively.

\* % variance of net sales in table 2 above shows the changes from the same period of the previous fiscal year.

\* The forecast above was prepared on the basis of information available at the time of the release of the Japanese original.

Due to various factors, the actual result may vary from the forecast data.

## Consolidated orders received, completed and carried-forward projects

(For reference purpose only)

### Orders received

Owner	Name of project/facility
Central Japan Railway Company	Hamamatsu factory
The Research Foundation for Medical Diseases of Osaka University	Seta center phase II
Miyagi Prefectural Government	Disaster waste management project ( Watari-Natori block ( Watari processing area))
New Zealand Transport Agency	Waterview Connection Tunnels and Great North Road Interchange (New Zealand)
Sagamihara Property Specific Purpose Company	(Tentative name) Logiport Sagamihara
Farglory Dome	Taipei Dome * (Taiwan)

\* Joint operation with Taiwan Obayashi and Obayashi Corporation

### Completed projects

Owner	Project Names
Government of Dubai, Rail and Transport Authority	Dubai urban transport system project (U.A.E.)
Tobu Railway Co., Ltd. Tobu Tower Skytree Co., Ltd.	Tokyo Skytree
West Japan Railway Company	Osaka Station North Gate Building
Singapore National Research Foundation	Proposed Erection of Campus for Research Excellence and Technological Enterprise (Create), National University of Singapore (Singapore)
Gashu Enterprise	Meguro Gajoen Extension Project
Lertrattakarn Co., Limited	Park Ventures (Thailand)

\* Undertaken by Thai Obayashi

### Carried-forward projects

Owner	Project Names
Mori Building	Loop Road (kanjo) No.2, Shinbashi-Toranomon Ward Project Block III
Hankyu Corporation	Umeda Hankyu Building
NTT Urban Development Co. Osaka Station North District Urban Development Specific Purpose Company Sekisui House, Ltd. Knowledge Capital Management Corporation (KMO) North Asset Specific Purpose Company Hankyu Corporation Mitsubishi Estate	(Tentative name) The Osaka station North district priority development project block B
Toranomon-Roppongi Area Urban Redevelopment Association	Toranomon-Roppongi Area Class 1 Urban Redevelopment project
Metropolitan Expressway Co., Ltd.	Yokohama Circular Northern Route Shield Tunnel Construction Project
Transbay Joint Powers Authority	San Francisco Transbay Transit Center - Phase I * (U.S.A.)

\* Joint operation with Obayashi USA and Obayashi Corporation