

# FACT BOOK 2018

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# 1 Corporate Milestones

## 【Milestones】

- 1896 First founded as Mizuno Gumi in Kure City, Hiroshima prefecture.
- 1917 Became recognized as premier marine engineering company by completion of various naval contracts in Kure, Yokosuka and Sasebo.
- 1921 Office established in Tokyo. Built the base in the Kanto region.
- 1929 Mizuno Gumi established as an unlimited partnership. (Kure City, Hiroshima prefecture)
- 1954 The Company merged with a joint-stock corporation Mizuno Gumi and established Mizuno Gumi Co., Ltd. Branches established in Tokyo, Nagoya, Osaka, Fukuoka, as well as in the Chugoku /Minami Kyushu regions.
- 1957 Start of the Company's first overseas venture. Mobilized advisors to India to provide technical assistance for the quay walls construction of the Port of Goa.
- 1961 Relocated the Head Office to 122 Hacchobori Hiroshima City.  
Built the cutter suction dredger "Suez" in the hope of winning the Suez Canal dredging contract.  
Contract awarded for Suez Canal dredging in international bidding.
- 1962 The Company listed its stock on the Second Section of the Tokyo Stock Exchange and Hiroshima Stock Exchange.
- 1963 The Company listed its stock on the Second Section of both the Osaka and Nagoya Stock Exchanges.
- 1964 Head office relocated from Hiroshima to Shiba Nishikubo Sakuragawa-cho, Minato Ward, Tokyo.  
Stock promoted to the First Section of the Tokyo, Osaka and Nagoya Stock Exchanges.
- 1965 Office established in Singapore.
- 1967 The company renamed Goyo Kensetu and named Penta-Ocean Construction Co., Ltd. in English.
- 1968 Merged with Sakai Construction Co., Ltd., to strengthen the company's land civil engineering capabilities.  
Branch established in Sendai.
- 1969 Branch established in Sapporo. Established a position as a nationwide general contractor.  
Merged with Japan Land Development Co., Ltd.
- 1970 Merged with Jin Industrial Co., Ltd.
- 1971 Branch established in Shikoku.
- 1973 Head office relocated to Nihombashi, Chuo Ward, Tokyo.
- 1978 Completion of new head office in Kouraku, Bunkyo Ward, Tokyo.
- 1980 Technology Institute established in Higashi-Oi, Shinagawa Ward, Tokyo
- 1984 Branch established in Hokuriku.
- 1994 Completion of New Technology Institute in Nishinasunochi, Nasu-gun, Tochigi Prefecture.
- 1996 Celebrated the 100th anniversary of establishment.
- 2001 Subsidized Penta-Ocean Dredging Co., Ltd. and Yoshin Construction Co., Ltd. by obtaining shares.
- 2010 Delisted from the First Section of the Osaka Stock Exchange.

## 【Corporate History】

### Phase I : From foundation to development

- (1) Foundation period : Mizuno Gumi for Marine Engineering
  - 1896 : Mr. Jinjiro Mizuno founded Mizuno Gumi (the predecessor to Penta-Ocean Construction Co., Ltd.) in Kure City, Hiroshima Prefecture.
  - Meiji era : Undertook marine civil engineering projects, mainly for structures and facilities at navy bases in Kure, Yokosuka and Sasebo.
  - Taisho era : Expanded nationally, venturing into land civil engineering and building projects.
  - 1921 : Established Tokyo office to build business foundations.
- (2) Before WW2 : Investment and improvement in machinery and equipment
  - Constructed dredgers to strengthen the company's position in the dredging and reclamation industry.
  - Launched the ship-building business.

### Phase II : Recovery from War, overseas expansion and development in land civil engineering

- (1) Recovery Period : Reconstruction efforts during the postwar era
  - 1946 Commenced war-damage reconstruction of the Company, focusing on marine civil engineering.
  - 1948 Contract awarded for construction of first large-scale quay walls and industrial facilities in the postwar era in Tsukumi port, Oita Prefecture .
  - 1954 Mizuno Gumi established as a limited company.
- (2) Overseas activities : Expanding business in overseas market
  - 1957 Dispatched a technical advisory group to the Port of Goa, India to carry out a quay walls construction project.
  - 1958 Completion of Asia's largest pump dredger, the AKI, which contributed greatly to land reclamation works at the New Tobata Works of Yawata Iron & Steel.
  - 1961-1967 Constructed a turbine pump dredger, the SUEZ. Contract awarded for Suez Canal dredging in international bidding.
- (3) Nationwide Development : Relocation of Head Office
  - 1964 Head office relocated from Hiroshima to Minato Ward, Tokyo for nationwide development.
  - 1965 Office established in Singapore.
  - 1967 The company renamed to Goyo Kensetu and named Penta-Ocean Construction Co., Ltd. in English.
- (4) Strengthening the land civil engineering business through M&A
  - 1968 Absorbed Sakai Construction Co., Ltd., reinforcing the land civil engineering business.
  - 1969 Absorbed Japan Land Development Co., Ltd., reinforcing marine civil engineering business.
  - 1970 Absorbed Jin Industrial Co., Ltd., and built business foundations in Hokkaido, expanding business bases nationwide.
- (5) Major period of growth in overseas market : Contracts awarded for large-scale projects overseas
  - 1970 Mr. Tetsutaro Mizuno assumed position as President, putting an emphasis on three important capabilities: marketing, finance and site operation.
  - 1970 Contract awarded for construction of IHI Kure Shipyard Dock for building 800,000 ton vessels.
  - 1970's Contract awarded for large scale projects in Egypt, Singapore, Iraq and Qatar.
  - 1974-80 Contract awarded for phase 1 of widening and deepening of Suez Canal, Egypt.  
Undertook construction in its 7 segments out of 13, with total sales amounting to ¥106.6 bil.  
These projects made the name of Penta-Ocean known throughout the world.

(6) Technical tie-up

- 1970 Joint corporation, Goyo Ballast Co., Ltd., was established with a Dutch general contractor group Ballast Nedam. The contents of tie up were deep dredging and immersed tube tunnels. Construction of a dredger, the DEJIMA, as the first great depth dredger in Japan.
- 1979 Technical tie-up with a French engineering company Sea Tank France. The contents of technical tie up were construction of concrete platforms.

**Phase III : Evolving into a general contractor by strengthening building construction abilities**

(1) Going into the building construction business : Strengthening building construction unit

- 1977 Formulated the reinforcing plan for the building construction unit which provided the spark for subsequent growth.
- 1978 Completion of the new head office in Bunkyo Ward, Tokyo, designed and constructed by the Company.
- 1980 Completion of the Technology Institute in Shinagawa Ward, Tokyo.

(2) Growing into a general contractor : A comprehensive constructor with well-balanced capabilities

- 1981 Mr. Renpei Mizuno assumed position as President .  
Formulated the new management policy to become a well-balanced general contractor while focusing on the development of new technologies.
- 1984 Contract awarded for land reclamation work of Jurong Island and Tuas View Extension, Singapore.
- 1985 Received Technology Evolution Award from the Petroleum Association and Technology Award from The Japan Society of Civil Engineers for achievement related to construction of the world's first mobile artificial island in the Arctic.
- 1986 Started to formulate Medium-Term Management Plans every three years to establish well-balanced business expansion and business health.
- 1990 "Mr. PENTA" was born as a communication character as part of a strategy to improve the Company's image. Furthermore, hosted "Penta Ladies Golf Tournament" from 1992 to 1998.
- 1986 Contract awarded for the phase 1 of construction of an artificial island for Kansai International Airport (Airport opened in 1994).
- 1991 Achieved contact awards equaling ¥600 bil. and net sales of ¥500 bil. for the first time since establishment.
- 1993 Completion of The World Cargo Distribution Center.
- 1993 and 1995 Achieved contact awards in the domestic civil engineering divisions equal to ¥300 bil. due to economic measures and public investment for recovery from the Hanshin-Kobe Earthquake.
- 1994 Completion of New Technology Institute in Tochigi Prefecture, relocated from Shinagawa Ward, Tokyo.  
Completion of many large-scale projects including high-rise buildings in Hong Kong and Singapore.  
Accumulated sufficient experience in construction utilizing new technologies for high-rise buildings, seismic isolated construction, and all-weather automatic construction systems in the domestic market.

- (3) Beginning of the second century in business : A commitment to become a firm and excellent contractor
- 1996 Celebrated the 100th anniversary of establishment in April.
  - 1996 Achieved orders of ¥188.4 bil. in overseas division, highest ever, due to mega reclamation projects in Singapore.  
Contract awarded for the reclamation work of Jurong Island Phase 2 and Tuas View Extension.
  - 1997 Exceeded the net sales of the overseas division ¥110 bil.
  - 1997 Formulated the new medium-term management plan and started to strengthen the corporate structure, while the construction market environment became increasingly difficult with a sluggish demand in private sector.  
The public sector also suffered due to cutbacks as a result of the implementation of structural reforms.
  - 1997 Contract awarded for Urban View Grand Tower in Hiroshima, the largest and tallest RC structure in western Japan.
  - 1998 Contract awarded for the opera house Esplanade Theatres on the Bay in Singapore for ¥27 bil. and large-scale reclamation work of Jurong Island Phase 3 for ¥100 bil.  
Construction of a Self-propelling trailing suction hopper dredger, "QUEEN OF PENTA-OCEAN", (now called "Andromeda V") the world's most modern and largest of its kind, to aim at large-scale reclamation work overseas.
  - 1999 Held the launching ceremony for Queen of Penta-Ocean in January.
  - 1999 Revised forecasts of business results for FY 3/99 (net loss, no dividends) in February with implementation of drastic measures to improve financial structure.  
Formulated the new medium-term management plan. Policy of the building construction division shifted from aggressive business expansion to profit-first.
  - 1999 Contract awarded for the phase 2 of construction of an artificial island for Kansai International Airport (The second runway opened in 2007).
  - 2000 Released the account statement as a net loss for FY 3/00, for two years in a row.  
Posted an extraordinary loss of approximately ¥100 bil. due to the implementation of current-value accounting, retirement benefit accounting and workforce attrition attributable to business reduction.  
Operating income recovered dramatically for FY 3/00.  
Contract awarded for the Reclamation Work of Jurong Island Phase 4 and Tuas View Extension in Singapore for ¥100 bil.
  - 2001 Released the New Century Management Plan in May - To become a corporate group with a challenging spirit in response to the fast-changing world.
- 《Strategy》
- Strengthening the marketing competitiveness to leverage our brand technology
  - Increasing profit in existing businesses and establish new construction models (environment and renovation)
  - Strengthening profitability of subsidiaries (by enhancing competitiveness against local contractors)
  - Improving overall financial health (by enhancing financial structure in our core businesses)
  - Improving corporate culture.

## Phase IV: Evolution and Advancement

(1) More emphasis on profit, more focus on business selection: Aiming at independence of building construction unit

- April 2002: Mr. Hideaki Kato assumed position as President.
- 2002: Completion of Esplanade-Theatres on the Bay, Singapore.
- October 2002: Released the Challenge 21 medium-term management plan. "Capital reduction as a turnaround strategy"  
Announced net loss and no dividends for FY 3/03 and implementation of capital reduction without compensation at FY 3/04 general shareholders meeting.

《Targets》 Consolidated sales of ¥360 bil. (civil ¥150 bil., construction ¥110 bil., overseas ¥65 bil., development ¥5 bil., subsidiaries ¥ 30 bil.)

Ordinary income of ¥12 bil., profit of ¥1.8 bil.

《Strategy》 With the construction business as a core, the Company will aim to become a general engineering company that creates excellent environments

①Optimizing corporate structure to match reduced business volume

②Increasing profitability in building construction business

Comprehensive performance monitoring of each division

- August 2004: First run of ¥5 bil. issued in transferable company bonds with options.
- December 2004: Mr. Kazujiro Tetsumura assumed the position of President.
- March 2005: Challenge 21 targets were met.

Operating Income successfully recovered as the reduction in business volume was compensated by robust sales in domestic building construction section and by overall cost savings.

Financial condition also improved beyond planned levels.

(2) Our target : To become the No.1 contractor in coastal and waterfront areas

### ● Medium Term Management Plan "Evolution 21"

- March 2005: Contract awarded for construction including D-runway of Tokyo International Airport.
- May 2005: Released the Evolution 21 medium-term management plan.

《Targets》 Consolidated sales of ¥355 bil. (civil ¥150 bil., construction ¥130 bil., overseas ¥45 bil., development ¥2 bil., subsidiaries ¥ 28 bil.)

Ordinary income of ¥13.5 bil., profit of ¥5 bil.

Earnings per share of ¥10 or more, self-capital ratio of 20% or more, ratio of interest-bearing liabilities to total assets of 30% or less

《Strategy》 ①Promoting Corporate Social Responsibility - a compass for further evolution

②Enhancing profitability of core businesses- pathways for further evolution

③Strengthening business structure- a foothold for further evolution

- May 2005: Second run of ¥15 bil. issued in transferable company bonds with options.
- May 2006: Mr. Yoshio Murashige assumed position as President.

Sudden changes seen in the construction business environment beyond the scope of initial assumptions.

- July 2006: Contract awarded for ION Orchard and The Orchard Residences, Singapore.
- August 2007: Shares joined 2:1 as a defense measure against takeovers.
- September 2007: Contract awarded for Pasir Panjang Port Development project in Singapore for approx. ¥67.8 bil.
- September 2007: Contract awarded for construction of MAZDA Zoom-Zoom Stadium, Hiroshima.
- March 2008: Failed to meet its original goals of Evolution 21, but financial health goals were achieved ahead of schedule.

● Medium Term Management Plan "Advance 21"

- April 2008: Released the Advance 21 medium-term management plan.

To survive the tough age of technological competition as a No.1 contractor in coastal and waterfront areas  
(By carrying out earnest business efforts, promoting further technological development and enhancing on-site capabilities)

《Targets》 Consolidated sales of ¥380 bil.  
Ordinary income of ¥10 bil., profit of ¥4 bil.  
Earnings per share of ¥ 16 or more, D/E ratio (net) 1.0 or less, ROE 6% or more

《Strategy》 ①Improving management power- formulating and implementing an effective internal management system  
②Strengthening profitability of core businesses- gradual business expansion accompanied by profits  
③Improving financial health- strengthening foundations for future growth

- October 2008: Contract awarded for Marina Coastal Expressway C485 in Singapore, for approx. ¥42.6 bil.
- June 2009: Received the grand prize of Infrastructure Technology Development Award for our "Key-Element construction method" .
- March 2009: Completion of MAZDA Zoom-Zoom Stadium in Hiroshima.
- September 2010: Completion of ION Orchard and the Orchard Residences, Singapore.
- October 2010: Opening of D-runway of Tokyo International Airport.
- October 2010: Completion of deep cement mixing vessel, POCM 12.
- February 2011: Issued new shares by a public offering (40.25 mil. more shares) as part of growth strategy.
- March 2011: Failed to met the initial goals of Advance 21, but financial goals were met.

● Medium Term Management Plan (FY 3/12 to FY 3/14)

- May 2011: Released the medium-term management plan (FY 3/12 to FY 3/14) .

To aim for even further growth as a No.1 contractor in coastal and waterfront areas  
- Transition from a general contractor model to a core business-integrated model

《Targets》 Consolidated sales of ¥327 bil.  
Ordinary income of ¥8.4 bil., profit of ¥2.6 bil.  
Earnings per share of ¥9 or more, D/E ratio of 1.0 or less, interest-bearing liabilities balance of ¥67.2 bil. or less

《Strategy》 ①Maintaining business volume - maintaining the present level of business and do not slip into the diminishing equilibrium  
②Building competitiveness - beating the competition and expanding the market share  
③Improving operations quality - keeping up the quality: the starting point of firm management.  
④Pushing into new fields, undertake capital investments - Continuing to invest for growth  
⑤Strengthening the operating base - laying the foundations for future growth

- October 2011: Issued first run of ¥10 bil. in company bonds.
- June 2012: Began operating the Japan's First Large-Scale Self-propelled Multi-purpose Working Vessel, "CP-5001" .
- July 2013: Issued second run of ¥10 bil. in company bonds.
- March 2014: Achived the targets of the mid-term business plan (FY 12/3 to FY 3/14).



● Medium Term Management Plan (FY 3/15 to FY 3/17)

- May 2014: Released the new medium-term management plan (FY 3/15 to FY 3/17).

To pursue customers' trust and contribution to society through high quality products and safe operations

(By strengthening on-site capabilities, development our brand value and building strong management foundations)

《Targets》 Consolidated net sales of ¥405 bil.

Ordinary income of ¥11 bil., profit of ¥5 bil.

Earnings per share of ¥17.5 or more, self-capital ratio of 25% or more,  
interest-bearing liabilities balance of ¥67 bil. or less

《Strategy》 ① Striving to become a truly technology oriented company - Returning to basics  
and improving on-site capabilities

② Developing our brand value - As the "No.1 contractor in coastal and waterfront areas"

③ Strengthening management and organization capabilities - Organization-wide  
understanding of our management strategy

④ Establishing strong management foundations - Preparing toward future growth

- June 2014: Mr. Takuzo Shimizu assumed position as President.

- August 2014: Began operating the self-propelled cutter suction dredger, "CASSIOPEIA V".

- September 2014: Contract awarded for Sengkang General and Community Hospital in Singapore, for ¥95.9 bil.

- October 2014: Contract awarded for Land Preparation Works for Changi Airport Development in Singapore, for ¥76.2 bil.

- March 2015: Posted the record-high earnings and attained the final year targets of the medium term management plan  
two years ahead of schedule. Revised upward the final year targets accordingly.

Achieved the record-high orders received of ¥716.5 bil., due to mega-scale projects orders received in Singapore.

- December 2015: Completion of a new city hall for Kure City.

- April 2016: Celebrated the 120th anniversary of establishment.

- March 2017: Renewed the record-high earnings for the third consecutive term. Profit for the final year  
the medium-term management plan rose by four times compared with the FY 3/14 level.

● Medium Term Management Plan (FY 3/18 to FY 3/20)

- May 2017: Released the new medium-term management plan (FY 3/18 to FY 3/20).

To achieve steady growth as a general contractor with distinctive features in coastal and waterfront areas and overseas

《Targets》 Consolidated net sales of ¥580 bil.

Operating income of ¥27.5 bil., profit of ¥17 bil.

《Strategy》 ① Enhancing marketing abilities, on-site capabilities and technological expertise

-mastering the contracting business

② Improving overall productivity by rationalizing construction production systems

-preparing for the nation's shrinking and aging labor force

③ Securing and nurturing next-generation human resources, introducing "Work Style Reform"

-achieved through productivity enhancement

④ Ensuring CSR-driven management

-stakeholder-oriented management

- August 2017: Contract awarded for Matarbari Ultra Super Critical Coal-Fired Power Project Package 1.2 (port works)  
in Bangladesh for ¥162 bil.

- September 2017: Contract awarded for YODOBASHI Umeda whole area development project in Japan

- February 2018: Contract awarded for Tuas Terminal Reclamation, Wharf Construction and Dredging Phase2  
in Singapore for ¥42.3 bil.

- March 2018: Contract awarded for Construction of Polder at Area A & C of Pulau Tekong in Singapore for ¥48.9 bil.

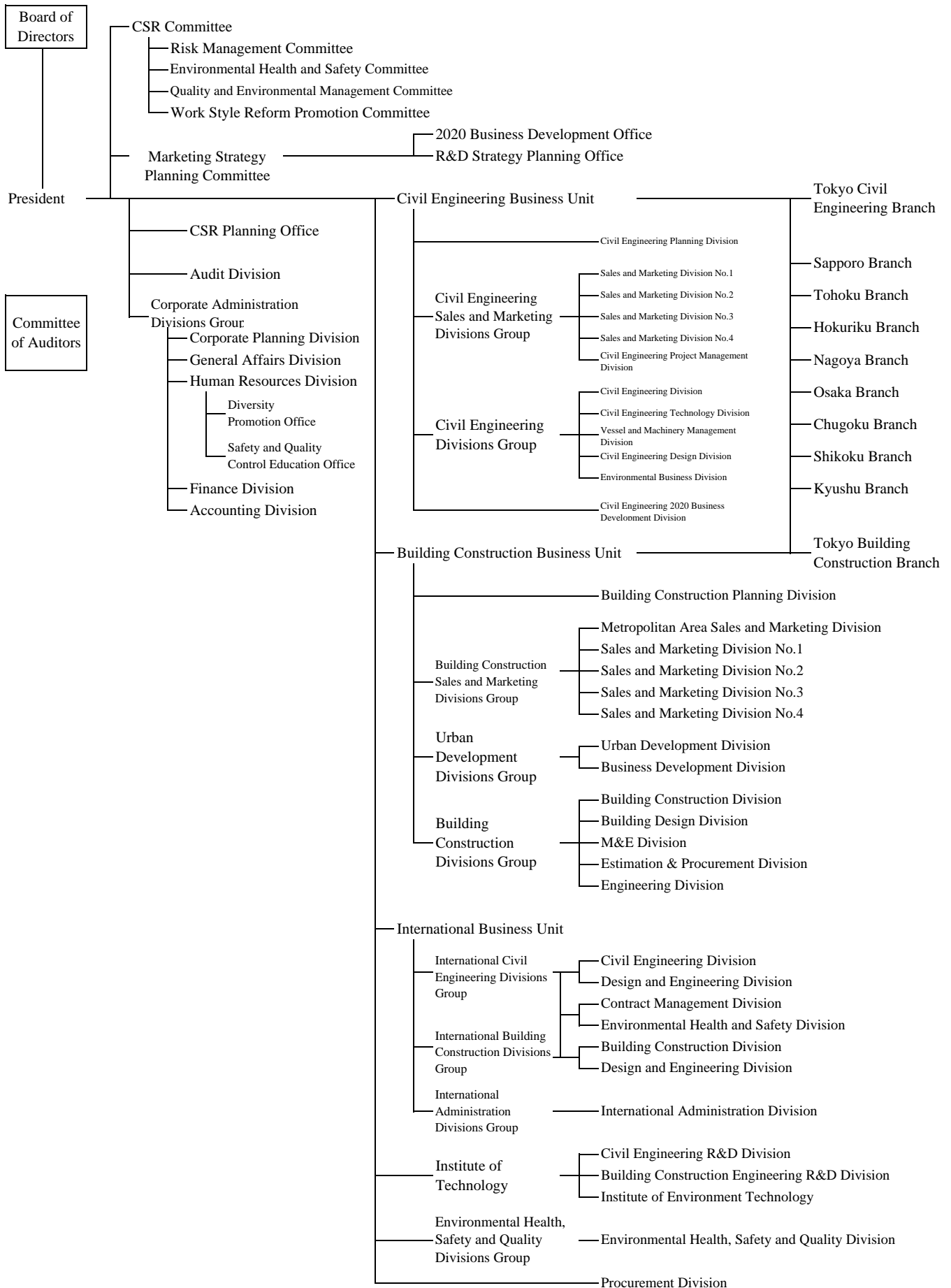
- March 2018: Achieved record-high profit for the fourth consecutive fiscal year

Accomplished the final year profit goal of the medium-term management plan in the first year

- March 2018: Revised up the financial result goal for the subsequent and final fiscal year

# 2. Organization Chart

as of 1 April, 2018



### 3. Corporate Group

(as of March 31, 2018)

No	Company Name	Segment	Address	Business	Shareholding (including indirect)	Established	Capital ¥ million	Fiscal year-end	Number of Employees
	Penta-Ocean Construction Co., Ltd.		Tokyo, Japan	*1	—	Apr., 1896	30,449	Mar. 31	2,673
1	Penta-Ocean Dredging Co., Ltd.	Consolidated Affiliate	Tokyo, Japan	Domestic Civil Engineering	100.00%	Mar., 1981	200	Mar. 31	223
2	Yoshin Construction Co., Ltd.	Consolidated Affiliate	Hiroshima, Japan	Domestic Civil Engineering	100.00%	Aug., 1965	66	Mar. 31	100
3	Penta Builders Corporation	Consolidated Affiliate	Tokyo, Japan	Domestic Building Construction	100.00%	Sep., 1991	100	Mar. 31	48
4	Kegoya Dock Co., Ltd.	Consolidated Affiliate	Hiroshima, Japan	Others	100.00%	Nov., 1949	100	Mar. 31	41
5	Penta Techno Service Co., Ltd.	Consolidated Affiliate	Tochigi, Japan	Others	100.00%	Sep., 1991	20	Mar. 31	36
6	Jaiwat Co., Ltd.	Consolidated Affiliate	Miyagi, Japan	Others	100.00%	Aug., 1999	51	Mar. 31	16
7	Sand Techno Co., Ltd.	Consolidated Affiliate	Chiba, Japan	Others	100.00%	Dec., 1992	70	Mar. 31	17
8	Domi Environmental Solutions Co., Ltd.	Consolidated Affiliate	Tokyo, Japan	Others	100.00%	Jun., 2003	50	Mar. 31	7
9	Miki Biotech Co., Ltd.	Consolidated Affiliate	Hyogo, Japan	Others	100.00%	Dec., 2012	10	Mar. 31	7
10	Penta Insurance Services Co., Ltd.	Consolidated Affiliate	Tokyo, Japan	Others	100.00%	Aug., 2007	10	Mar. 31	7
11	Penta-Ocean Marine Holdings Pte. Ltd.	Consolidated Affiliate	Singapore	Overseas Construction	100.00%	Jan., 2013	SS 1,000 150	Mar. 31	—
12	Andromeda Five Pte. Ltd.	Consolidated Affiliate	Singapore	Overseas Construction	100.00%	Jan., 2011	SS 1,000 50	Mar. 31	—
13	Cassiopeia Five Pte. Ltd.	Consolidated Affiliate	Singapore	Overseas Construction	100.00%	Apr., 2013	SS 1,000 50	Mar. 31	—
14	Mercury Five Pte. Ltd.	Consolidated Affiliate	Singapore	Overseas Construction	100.00%	Jan., 2011	SS 1,000 10	Mar. 31	—
15	Mars Five Pte. Ltd.	Consolidated Affiliate	Singapore	Overseas Construction	100.00%	Jan., 2011	SS 1,000 10	Mar. 31	—
16	Cherry Five Pte. Ltd.	Consolidated Affiliate	Singapore	Overseas Construction	100.00%	Jan., 2011	SS 1,000 10	Mar. 31	—
17	Penta-Ocean (Malaysia) SDN. BHD.	Consolidated Affiliate	Malaysia	Overseas Construction	30.00%	Jul., 1990	RM 1,000 760	Mar. 31	—
18	Angkutlaut Ltd.	Consolidated Affiliate	Malaysia	Overseas Construction	100.00%	Oct., 2002	US\$ 1,000 90	Mar. 31	—
19	PT. Penta Ocean Construction	Consolidated Affiliate	Indonesia	Overseas Construction	67.00%	May, 2015	RP bln 12.5	Mar. 31	—
20	Siam Goyo Co., Ltd.	Consolidated Affiliate	Thailand	Overseas Construction	49.02%	Sep., 1999	BHT 1,000 2,000	Mar. 31	—
21	Thai Penta-Ocean Co., Ltd.	Consolidated Affiliate	Thailand	Overseas Construction	54.17%	Jan., 2006	BHT 1,000 22,250	Mar. 31	—
22	Penta-Ocean Construction (Hong Kong) Ltd.	Consolidated Affiliate	Hong Kong	Overseas Construction	100.00%	Jul., 1999	HKS 1,000 9,000	Mar. 31	—
23	Penta-Ocean Construction (India) Pvt. Ltd.	Consolidated Affiliate	India	Overseas Construction	100.00%	May, 2012	INR 1,000 15,000	Mar. 31	—
24	Brichwood Co., Ltd.	Consolidated Affiliate	Hong Kong	Others	100.00%	Oct., 1991	HKS 1,000 1	Mar. 31	—
25	Penta-Ocean Technology Information Advisory (Shenzhen) Ltd.	Consolidated Affiliate	China	Others	100.00%	May, 2005	RMB 1,000 1,000	Dec. 31	—
26	Haneda International Airport Apron PFI Co., Ltd.	Equity Affiliate	Tokyo, Japan	Others	15.00%	Mar., 2006	500	Mar. 31	
27	Miyajima Aqua Partners Co., Ltd.	Non-Equity Affiliate	Hiroshima, Japan	Others	36.00%	Feb., 2009	30	Mar. 31	
28	Matsuyama Environment Technology Co., Ltd.	Non-Equity Affiliate	Ehime, Japan	Others	20.00%	Apr., 2009	50	Mar. 31	
*2	Wakkanai Environment Technology Co., Ltd.	Non-Equity Affiliate	Hokkaido, Japan	Others	45.00%	Nov., 2017	60	Mar. 31	
*2	Zentsuji, Kotohira, and Tadotsu School meal Supplier Co., Ltd.	Non-Equity Affiliate	Kagawa, Japan	Others	30.00%	Nov., 2017	30	Mar. 31	
Total									3,175

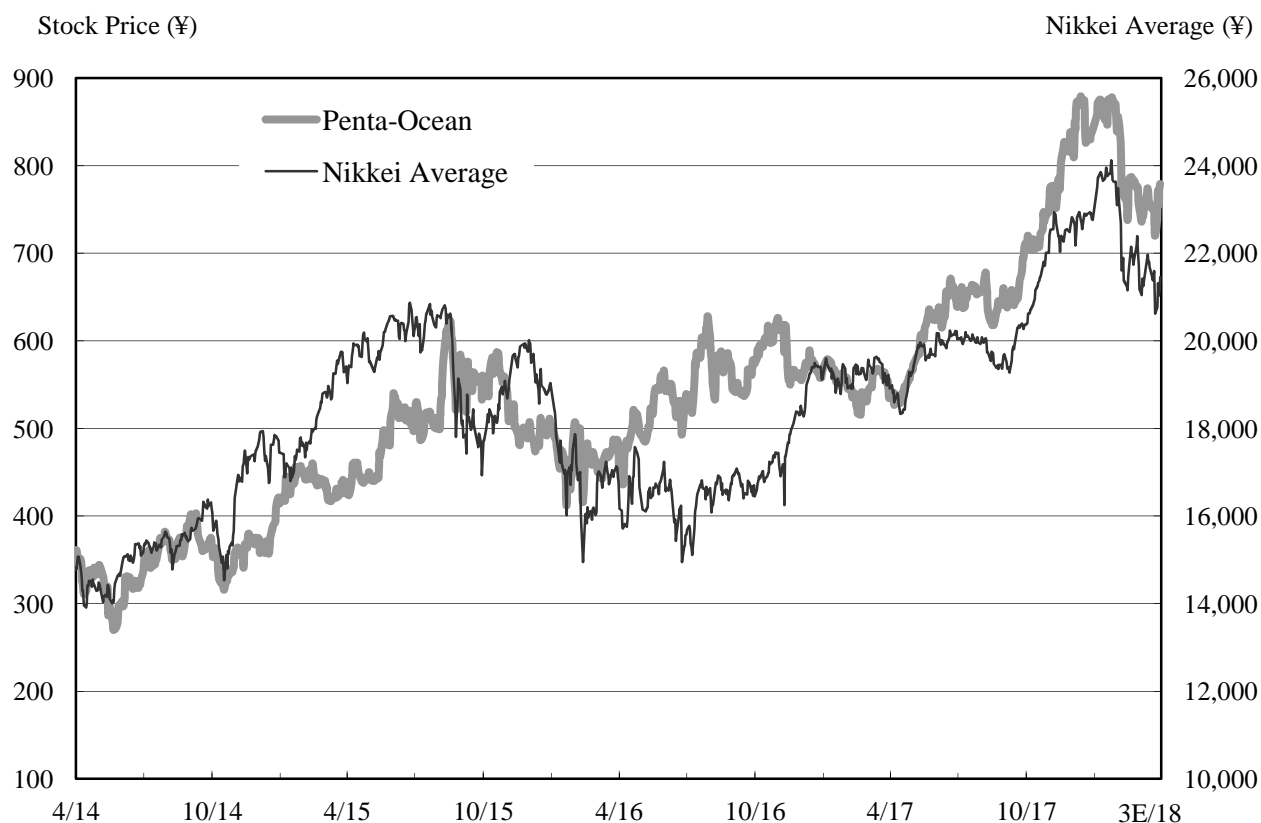
(Note) "Business" lists reporting segments.

\*1 The Company's businesses are composed of domestic civil engineering, domestic building construction, overseas construction, and domestic development projects.

\*2 is a newly non-equity affiliate.

## 4. Stock Information

### (1) Stock Price Data



### (2) Type of Shareholders

	(Units)	FY3/15	FY3/16	FY3/17	FY3/18
Governmental Organizations	(Thousands)	0	0	0	0
		0.00%	0.00%	0.00%	0.00%
Financial Institutions	(Thousands)	130,318	124,862	117,954	126,715
		45.56%	43.66%	41.24%	44.30%
Financial Instruments Business Operators	(Thousands)	5,171	6,215	9,542	4,919
		1.81%	2.17%	3.34%	1.72%
Domestic Corporations	(Thousands)	5,559	5,462	5,762	5,732
		1.94%	1.91%	2.01%	2.00%
Foreign Investors	(Thousands)	61,710	76,178	79,504	95,514
		21.58%	26.63%	27.80%	33.39%
(Of Foreign Investors, Number of Individuals)	(Thousands)	36	14	16	23
		0.01%	0.01%	0.01%	0.01%
Individuals and Others	(Thousands)	83,144	73,184	73,139	53,020
		29.07%	25.59%	25.57%	18.54%
Treasury Stock	(Thousands)	109	109	110	111
		0.04%	0.04%	0.04%	0.04%
Number of Shares Issued	(Thousands)	286,013	286,013	286,013	286,013
		100%	100%	100%	100%
Number of Shares Issued (excluding treasury stock)	(Thousands)	285,904	285,903	285,903	285,902

\*The number of shares of treasury stock does not contain the company's shares (456,100 shares) of the Board Benefit Trust (BBT), performance share unit plan.

### (3) Number of Shares Issued, Capital, etc. Trends

FY	Number of Shares Issued		Capital		Legal Capital Surplus		Notes
	Change (Thousands)	End of year (Thousands)	Change (Millions of Yen)	End of year (Millions of Yen)	Change (Millions of Yen)	End of year (Millions of Yen)	
3/02	-	361,407	-	33,971	-	10,634	
3/03	-	361,407	-	33,971	-	10,634	
3/04	-	361,407	(15,901)	18,070	(10,634)	-	Special resolution to reduce capital
3/05	33,857	395,264	2,500	20,570	2,500	2,500	Increased through transfer of first-run of transferable company bonds with share options
3/06	96,262	491,527	7,500	28,070	7,500	10,000	Increased through transfer of second-run of transferable company bonds with share
3/07	-	491,527	-	28,070	-	10,000	
3/08	-	245,763	-	28,070	-	10,000	Share joining (2 shares→1 share) implemented
3/09	-	245,763	-	28,070	-	10,000	
3/10	-	245,763	-	28,070	-	10,000	
3/11	40,250	286,013	2,379	30,449	2,379	12,379	Increased due to public offering
3/12	-	286,013	-	30,449	-	12,379	
3/13	-	286,013	-	30,449	-	12,379	
3/14	-	286,013	-	30,449	-	12,379	
3/15	-	286,013	-	30,449	-	12,379	
3/16	-	286,013	-	30,449	-	12,379	
3/17	-	286,013	-	30,449	-	12,379	
3/18	-	286,013	-	30,449	-	12,379	

\*Total number of shares issued includes treasury shares

\*As of March 31, 2018 listed on the First Section of the Tokyo Stock Exchange and of the Nagoya Stock Exchange

## 5. Financial Summary

### (1) Management Results and Analysis

#### 【Consolidated】

		FY3/14	FY3/15	FY3/16	FY3/17	FY3/18
Net Sales	(Millions of Yen)	381,182	426,237	491,564	500,336	526,902
Consolidated to Non-consolidated Net Sales Ratio	(Times)	1.07	1.08	1.07	1.06	1.06
Operating Income	(Millions of Yen)	9,896	12,293	20,617	24,274	27,617
Consolidated to Non-consolidated Operating Income Ratio	(Times)	1.11	1.27	1.14	1.12	1.11
Ordinary Income	(Millions of Yen)	9,159	11,393	19,408	23,709	25,683
Consolidated to Non-consolidated Ordinary Income Ratio	(Times)	1.12	1.26	1.09	1.12	1.12
Profit Attributable to Owners of Parent	(Millions of Yen)	3,762	6,183	7,805	15,271	17,826
Consolidated to Non-consolidated Profit Ratio attributable to owners of parent	(Times)	1.15	1.37	1.14	1.14	1.13
Total Assets	(Millions of Yen)	301,626	366,169	378,766	372,311	418,823
Total Net Assets	(Millions of Yen)	67,493	77,068	80,656	96,444	112,031
Interest-Bearing Debt	(Millions of Yen)	74,938	94,896	74,199	59,721	67,492
Net D/E Ratio	(%)	0.6	0.7	0.1	Δ 0.1	0.0
D/E Ratio	(%)	1.1	1.2	0.9	0.6	0.6
Total Net Assets per Share	(Yen)	235.53	269.44	281.87	337.10	392.27
Earnings per Share	(Yen)	13.16	21.63	27.30	53.42	62.41
Equity Ratio	(%)	22.3	21.0	21.3	25.9	26.7
Return of Equity(ROE)	(%)	5.7	8.6	9.9	17.3	17.1
Price Book Value Ratio(PBR)	(Times)	1.5	1.6	1.7	1.6	2.0
Price Earning Ratio (PER)	(Times)	26.7	20.3	17.3	10.1	12.5
Dividend Payout Ratio	(%)	15.2	18.5	22.0	22.5	22.5
Cash Flow-Operating Activities	(Millions of Yen)	(14,263)	(4,637)	55,202	31,293	3,445
Cash Flow-Investing Activities	(Millions of Yen)	(7,310)	(9,053)	(4,695)	(9,089)	(13,129)
Cash Flow-Financing Activities	(Millions of Yen)	3,165	19,112	(20,713)	(15,532)	4,125
Cash and Cash Equivalents at End of Year	(Millions of Yen)	31,941	37,866	65,434	71,770	65,112
Deferred Tax Assets(net amount)	(Millions of Yen)	6,120	3,244	4,108	2,893	2,335
Retirement Benefit Obligations	(Millions of Yen)	24,833	25,696	26,679	26,637	26,210
Retirement Benefit Expenses	(Millions of Yen)	2,712	2,819	967	1,454	1,365
Capital Expenditure	(Millions of Yen)	8,456	10,195	6,984	9,460	13,386
Depreciation and Amortization	(Millions of Yen)	4,662	5,288	5,549	5,613	6,846
Number of Employees	(Person)	2,905	2,949	3,025	3,074	3,175

\*D/E ratio (net) =(interest-bearing liabilities - cash and deposits)/self-capital (net assets – non-controlling interests)

\*D/E ratio = interest-bearing liabilities/self-capital (net assets – non-controlling interests)

\*Retirement benefit expenses does not include extraordinary income or losses

\*Facility investment and amortization amounts are totals of tangible and intangible fixed assets

\*Total dividends contain the dividends for the company's shares of the Board Benefit Trust (BBT), performance share unit plan, which was not applicable in March, FY3/17, but JPY6 million in FY3/18. The Dividend payout ratio is calculated by dividing the Total dividends by the Net profits attributable to owners of parent.

【Non-Consolidated】

		FY3/14	FY3/15	FY3/16	FY3/17	FY3/18
Net Sales	(Millions of Yen)	355,926	393,711	457,862	471,458	499,164
Operating Income	(Millions of Yen)	8,887	9,693	18,119	21,656	24,787
Operating Income Ratio	(%)	2.5	2.5	4.0	4.6	5.0
Ordinary Income	(Millions of Yen)	8,152	9,043	17,806	21,116	22,932
Ordinary Income Ratio	(%)	2.3	2.3	3.9	4.5	4.6
Profit	(Millions of Yen)	3,276	4,519	6,854	13,423	15,789
Gross Profit Margin	(%)	6.2	6.0	7.0	7.8	8.2
-Construction	(%)	6.5	6.0	7.2	7.7	8.2
-Civil Engineering	(%)	8.1	7.1	6.4	7.1	8.9
-Building Construction	(%)	4.6	4.8	8.0	8.5	7.2
-Real Estate and Other	(%)	(31.6)	(7.5)	(9.0)	16.9	5.2
Paid-in Capital	(Millions of Yen)	30,449	30,449	30,449	30,449	30,449
Total Number of Shares Issued and Outstanding	(Thousands)	286,013	286,013	286,013	286,013	286,013
Total Assets	(Millions of Yen)	283,701	345,575	356,334	355,313	406,546
Total Net Assets	(Millions of Yen)	65,578	69,794	74,457	87,155	100,345
Interest-bearing Debt	(Millions of Yen)	72,900	92,913	72,474	58,021	65,842
Treasury Shares	(Thousands)	108	109	109	110	111
Stock Price (closing), End of Year	(Yen)	351	439	471	538	779
Aggregate Market Value	(Millions of Yen)	100,352	125,512	134,660	153,815	222,362
Total Net Assets per Share	(Yen)	229.37	244.12	260.43	304.84	351.54
Price Book Value Ratio(PBR)	(Times)	1.5	1.8	1.8	1.8	2.2
Equity Ratio	(%)	23.1	20.2	20.9	24.5	24.7
Return of Equity(ROE)	(%)	5.2	6.7	9.5	16.6	16.8
Earnings per Share	(Yen)	11.46	15.81	23.98	46.95	55.28
Dividend per Share	(Yen)	2.0	4.0	6.0	12.0	14.0
Price Earning Ratio (PER)	(Times)	30.6	27.8	19.6	11.5	14.1
Dividend Payout Ratio	(%)	17.5	25.3	25.0	25.6	25.3
R&D Expenses	(Millions of Yen)	1,647	1,633	1,730	1,952	2,122
Capital Expenditure	(Millions of Yen)	3,713	3,966	6,100	7,799	12,892
Depreciation and Amortization	(Millions of Yen)	2,449	2,660	3,681	3,966	4,539
Number of Employees	(Person)	2,390	2,441	2,522	2,572	2,673
-Engineers	(Person)	1,928	1,971	2,047	2,091	2,189
-Administrative Staff	(Person)	462	470	475	481	484

\*Aggregate market value is calculated based on all shares issued at the end of the period, excluding treasury shares.

\*Facility investment and amortization amounts are totals of tangible and intangible fixed assets

\*Total dividends contain the dividends for the company's shares of the Board Benefit Trust (BBT), performance share unit plan, which was not applicable in March, FY3/17, but JPY6 million in FY3/18. The Dividend payout ratio is calculated by dividing the Total dividends by the Net profits.

## (2) Key Values, Long-term Trends

### 【Key Values, Consolidated】

(Millions of Yen)							
FY	Net Sales	Operating Income	Ordinary Income	Profit attributable to owners of parent	Interest Bearing Debt	Equity Ratio (%)	ROE (%)
3/00	463,951	14,544	8,823	Δ 13,394	232,733	9.0	Δ 26.7
3/01	440,141	13,162	10,494	3,179	208,553	10.4	6.5
3/02	440,661	10,655	8,351	1,771	188,491	10.1	3.4
3/03	386,861	6,136	1,846	Δ 16,260	207,255	7.1	Δ 38.1
3/04	331,169	10,733	7,439	3,292	186,703	9.0	9.0
3/05	345,266	11,999	8,864	2,359	165,237	11.6	5.4
3/06	354,657	14,176	11,341	3,875	135,699	17.2	6.8
3/07	323,264	4,644	2,078	Δ 5,858	110,462	16.2	Δ 9.4
3/08	352,808	8,840	5,096	2,570	109,098	15.8	4.6
3/09	398,485	10,821	7,073	Δ 3,336	105,171	15.4	Δ 6.3
3/10	324,781	10,799	7,733	1,746	85,839	18.5	3.3
3/11	302,256	9,782	7,431	2,163	78,671	21.1	3.8
3/12	328,004	8,982	7,448	1,622	81,170	20.0	2.6
3/13	349,839	6,463	6,559	2,029	70,939	21.9	3.2
3/14	381,182	9,896	9,159	3,762	74,938	22.3	5.7
3/15	426,237	12,293	11,393	6,183	94,896	21.0	8.6
3/16	491,564	20,617	19,408	7,805	74,199	21.3	9.9
3/17	500,336	24,274	23,709	15,271	59,721	25.9	17.3
3/18	526,902	27,617	25,683	17,826	67,492	26.7	17.1



【Key Values, Non-Consolidated】

(Millions of Yen)

FY	Orders Received (construction business)				Net Sales	Operating Income	Ordinary Income	Profit
	(Domestic Civil Engineering)	(Domestic Building Construction)	(Overseas)	Total				
3/81	162,997	54,375	29,070	246,442	212,965	9,291	4,355	1,745
3/82	178,509	63,176	36,816	278,501	264,755	12,800	7,846	1,271
3/83	153,654	51,187	52,618	271,348	258,864	12,278	7,154	2,076
3/84	144,193	60,858	100,879	305,258	233,622	7,594	2,900	841
3/85	161,475	60,716	15,737	238,640	274,059	5,448	859	33
3/86	177,429	75,657	28,785	281,871	273,755	9,177	5,913	1,277
3/87	198,048	80,478	12,349	290,874	281,897	9,324	7,785	1,513
3/88	207,301	100,831	1,603	309,734	333,138	10,399	9,713	2,564
3/89	206,826	138,582	15,006	360,413	355,311	8,443	8,355	3,026
3/90	239,722	199,050	30,373	469,145	371,626	12,830	10,386	3,509
3/91	241,260	254,063	25,006	520,329	439,061	14,568	12,124	3,814
3/92	267,344	269,041	70,433	606,817	501,415	19,379	13,975	4,036
3/93	295,527	208,071	60,396	563,995	521,922	20,922	14,434	4,084
3/94	300,856	160,723	70,003	531,583	525,128	19,316	13,389	3,914
3/95	261,939	169,283	45,558	476,782	530,441	14,845	10,244	3,651
3/96	312,017	180,492	46,601	539,110	558,319	16,863	12,327	4,315
3/97	252,117	185,310	188,417	625,846	550,694	12,811	10,643	3,807
3/98	230,737	210,892	70,795	512,425	567,176	12,527	9,933	3,208
3/99	231,384	111,663	123,454	466,503	508,925	5,683	3,173	Δ 41,340
3/00	205,693	134,637	53,073	393,404	434,811	15,747	11,305	Δ 15,023
3/01	185,182	136,514	145,943	467,640	419,382	13,304	10,917	2,673
3/02	159,981	112,004	44,030	316,016	396,742	9,909	7,249	1,557
3/03	131,397	110,323	17,709	259,430	347,176	5,596	1,476	Δ 18,387
3/04	143,424	115,949	32,501	291,875	297,388	10,336	6,640	1,547
3/05	180,824	125,234	18,049	324,108	317,359	11,251	7,649	1,615
3/06	111,477	132,711	30,273	274,461	318,959	12,598	9,584	2,855
3/07	127,193	150,711	65,105	343,010	289,270	3,294	466	Δ 6,744
3/08	116,443	145,993	111,157	373,594	317,856	6,780	3,081	1,389
3/09	118,232	105,017	92,801	316,051	366,553	9,695	7,081	Δ 3,116
3/10	103,065	77,055	76,934	257,055	297,437	9,284	7,848	2,227
3/11	95,172	90,174	90,034	275,381	279,373	9,044	6,778	1,924
3/12	108,477	101,561	86,474	296,512	308,576	8,756	7,598	2,083
3/13	114,046	108,945	57,313	280,305	329,510	7,087	6,384	2,320
3/14	146,697	145,096	154,870	446,664	355,926	8,887	8,152	3,276
3/15	189,121	171,439	355,895	716,456	393,711	9,693	9,043	4,519
3/16	153,233	145,084	141,754	440,071	457,862	18,119	17,806	6,854
3/17	187,402	176,187	100,230	463,820	471,458	21,656	21,116	13,423
3/18	166,788	200,543	300,585	667,917	499,164	24,787	22,932	15,789

### (3) Key Values (Main Subsidiaries)

(Millions of Yen)

	FY3/14	FY3/15	FY3/16	FY3/17	FY3/18
<b>Penta-Ocean Dredging Co., Ltd.</b>					
Total Net Sales	21,400	21,390	22,280	16,633	16,977
Operating Income	371	832	1,441	677	790
Ordinary Income	470	856	1,470	721	819
Profit	379	592	1,014	495	558
Total Assets	8,557	9,783	12,100	10,454	9,702
Total Net Assets	2,093	2,686	3,700	4,125	4,684
Number of Employees	234	235	227	220	223
<b>Yoshin Construction Co., Ltd.</b>					
Total Net Sales	11,210	10,727	8,223	9,140	7,855
Operating Income	143	361	205	252	264
Ordinary Income	164	373	246	263	276
Profit	31	58	167	147	174
Total Assets	6,928	6,816	6,551	6,822	5,462
Total Net Assets	1,724	1,783	1,951	2,099	2,273
Number of Employees	117	109	105	104	100
<b>Penta Builders Corporation</b>					
Total Net Sales	6,057	5,359	6,515	4,347	5,675
Operating Income	134	187	407	324	339
Ordinary Income	145	191	458	364	331
Profit	67	96	306	236	205
Total Assets	2,614	2,689	3,479	2,760	2,889
Total Net Assets	286	382	689	925	1,131
Number of Employees	55	52	55	55	48
<b>Kegoya Dock Co., Ltd.</b>					
Total Net Sales	3,397	6,236	6,249	5,795	5,368
Operating Income	(295)	(72)	(589)	0	91
Ordinary Income	(261)	(30)	(567)	14	83
Profit	(157)	(34)	(451)	16	50
Total Assets	6,496	6,803	6,750	5,067	4,740
Total Net Assets	515	481	170	186	255
Number of Employees	46	43	44	40	41

\*Total net sales include internal sales

## 6. Consolidated Financial Statements

### (1) Consolidated Balance Sheet

(Millions of Yen)

	FY3/14	FY3/15	FY3/16	FY3/17	FY3/18
(Assets)					
<b>Current Assets</b>					
Cash and Deposits	32,602	38,469	66,398	72,463	65,706
Notes Receivable, A/C Receivable from Completed Construction Contracts and Other	131,639	170,228	172,409	164,460	192,719
Securities	-	42	31	-	-
Costs on Uncompleted Construction Contracts and Other	11,362	12,468	14,671	12,654	16,880
Real Estate for Sale and Development Projects in Progress	8,389	10,455	6,307	4,444	3,873
Accounts Receivable	11,478	26,693	21,310	16,997	31,366
Deferred Tax Assets	3,161	2,722	2,708	2,561	2,644
Other	4,637	6,457	4,023	4,380	3,239
Allowance for Doubtful Accounts	(782)	(1,019)	(903)	(756)	(831)
<b>Total Current Assets</b>	<b>202,487</b>	<b>266,517</b>	<b>286,957</b>	<b>277,205</b>	<b>315,598</b>
<b>Noncurrent Assets</b>					
<b>Property, Plants and Equipment</b>					
Buildings and Structures	11,854	12,784	12,936	12,194	12,051
Machinery, Vehicles, Tools, Furniture and Fixtures	11,529	25,384	23,947	24,183	24,420
Land	41,901	37,326	32,729	31,855	33,720
Construction in Progress	10,630	862	530	4,222	8,125
Other	76	306	281	246	72
<b>Total Property, Plants and Equipment</b>	<b>75,993</b>	<b>76,665</b>	<b>70,425</b>	<b>72,701</b>	<b>78,390</b>
Intangible Assets	1,090	1,142	1,456	1,406	1,400
<b>Investments and Other Assets</b>					
Investment Securities	15,402	16,662	14,590	16,043	18,097
Deferred Tax Assets	2,958	522	1,400	336	92
Net Defined Benefit Asset	-	1,261	1,091	1,771	2,413
Other	7,800	4,553	3,746	3,157	4,008
Allowance for Doubtful Accounts	(4,164)	(1,231)	(961)	(351)	(1,199)
<b>Total Investments and Other Assets</b>	<b>21,997</b>	<b>21,767</b>	<b>19,868</b>	<b>20,956</b>	<b>23,412</b>
<b>Total Non-current Assets</b>	<b>99,080</b>	<b>99,575</b>	<b>91,750</b>	<b>95,065</b>	<b>103,203</b>
Deferred Assets	58	76	58	40	21
<b>Total Assets</b>	<b>301,626</b>	<b>366,169</b>	<b>378,766</b>	<b>372,311</b>	<b>418,823</b>

(Millions of Yen)

	FY3/14	FY3/15	FY3/16	FY3/17	FY3/18
(Liabilities)					
<b>Current Liabilities</b>					
Notes Payable, Accounts Payable for Construction Contracts and Other	101,975	127,083	129,562	111,817	127,446
Electronically Recorded Obligations - Operating	5,771	9,807	15,823	26,058	12,883
Short-term Loans Payable	37,416	38,286	33,785	24,131	25,138
Commercial Papers	-	19,996	-	-	-
Current Portion of Bonds	10,000	-	-	-	10,000
Income Taxes Payable	2,071	2,533	6,091	5,420	5,551
Advances Received on Uncompleted Construction Contracts	16,229	21,524	26,557	29,707	44,527
Provision for Warranties for Completed Construction	876	705	1,472	1,573	1,476
Provision for Bonuses	1,352	1,541	1,877	2,160	2,488
Provision for Loss on Construction Contracts	2,707	3,021	2,414	2,038	1,331
Other	17,594	21,154	33,905	32,443	38,142
<b>Total Current Liabilities</b>	<b>195,996</b>	<b>245,653</b>	<b>251,491</b>	<b>235,351</b>	<b>268,987</b>
<b>Non-current Liabilities</b>					
Bonds Payable	10,000	20,000	20,000	20,000	20,000
Long-term Loans Payable	17,521	16,614	20,413	15,590	12,354
Deferred Tax Liabilities for Land Revaluation	6,186	5,382	3,869	3,691	3,679
Net Defined Benefit Liability	3,396	117	1,084	357	491
Provision for Directors' Retirement Benefits	113	139	174	151	-
Provision for Board Benefit Trust	-	-	-	-	86
Other	918	1,193	1,076	724	1,192
<b>Total Non-current Liabilities</b>	<b>38,137</b>	<b>43,447</b>	<b>46,618</b>	<b>40,514</b>	<b>37,805</b>
<b>Total Liabilities</b>	<b>234,133</b>	<b>289,101</b>	<b>298,109</b>	<b>275,866</b>	<b>306,792</b>
(Net Assets)					
<b>Shareholders' Equity</b>					
Capital Stock	30,449	30,449	30,449	30,449	30,449
Capital Surplus	18,386	18,386	18,386	18,386	18,386
Retained Earnings	11,728	16,646	25,902	39,841	54,247
Less: Treasury Shares	(24)	(25)	(25)	(26)	(326)
<b>Total Shareholders' Equity</b>	<b>60,540</b>	<b>65,457</b>	<b>74,713</b>	<b>88,652</b>	<b>102,757</b>
<b>Accumulated Other Comprehensive Income</b>					
Valuation Difference on Available-for-sale Securities	2,749	3,607	2,299	3,242	4,434
Deferred Gains or Losses on Hedges	(10)	(17)	20	69	26
Revaluation Reserve for Land	6,567	6,676	4,303	3,920	3,910
Foreign Currency Translation Adjustment	(1)	18	(81)	(77)	(160)
Remeasurements of Defined Benefit Plans	(2,507)	1,289	(668)	569	1,002
<b>Total Accumulated Other Comprehensive Income</b>	<b>6,797</b>	<b>11,575</b>	<b>5,874</b>	<b>7,724</b>	<b>9,213</b>
Non-Controlling Interests	154	35	68	67	59
<b>Total Net Assets</b>	<b>67,493</b>	<b>77,068</b>	<b>80,656</b>	<b>96,444</b>	<b>112,031</b>
<b>Total Liabilities and Net Assets</b>	<b>301,626</b>	<b>366,169</b>	<b>378,766</b>	<b>372,311</b>	<b>418,823</b>

## (2) Consolidated Statement of Income

(Millions of Yen)

	FY3/14	FY3/15	FY3/16	FY3/17	FY3/18
<b>Net Sales</b>					
Completed Construction Contracts	372,366	414,892	477,164	487,132	517,526
Development Business and Other	8,815	11,345	14,399	13,203	9,376
Total Net Sales	381,182	426,237	491,564	500,336	526,902
<b>Cost of Sales</b>					
Completed Construction Contracts	347,513	388,148	441,859	448,921	474,850
Development Business and Other	9,003	10,616	13,694	10,545	7,105
Total Cost of Sales	356,517	398,764	455,553	459,466	481,955
<b>Gross Profit</b>					
Completed Construction Contracts	24,853	26,743	35,304	38,211	42,675
Development Business and Other	(187)	729	705	2,658	2,271
Total Gross Profit	24,665	27,473	36,010	40,869	44,946
Selling, General and Administrative Expenses	14,768	15,179	15,392	16,595	17,328
Operating Income	9,896	12,293	20,617	24,274	27,617
<b>Non-operating Income</b>					
Interest Income	81	55	88	101	145
Dividend Income	210	253	240	519	346
Share of Profit of Entities Accounted for Using Equity Method	-	5	6	7	7
Reversal of Allowance for Doubtful Accounts	247	47	207	157	20
Real Estate Rent	82	96	143	155	122
Other	292	458	353	278	261
Total Non-operating Income	915	916	1,040	1,220	903
<b>Non-operating Expenses</b>					
Interest Expenses	1,173	1,019	1,065	791	714
Provision of Allowance for Doubtful Acc	-	-	-	12	951
Foreign Exchange Loss	157	537	843	818	912
Share of Loss of Entities Accounted for Using Equity Method	1	-	-	-	-
Other	321	260	340	163	258
Total Non-operating Expenses	1,652	1,817	2,249	1,786	2,837
Ordinary Income	9,159	11,393	19,408	23,709	25,683
Extraordinary Income	369	550	267	119	153
Extraordinary Losses	789	1,766	5,433	800	546
Profit before Income Taxes	8,740	10,176	14,242	23,027	25,289
Income Taxes - Current	2,337	2,923	7,017	7,697	7,613
Income Taxes - Deferred	2,519	985	(580)	59	(144)
Profit (loss) Attributable to Non-controlling Interests	120	83	(0)	(0)	(5)
Profit Attributable to Owners of Parent	3,762	6,183	7,805	15,271	17,826

### (3) Consolidated Statement of Comprehensive Income

(Millions of Yen)

	FY3/14	FY3/15	FY3/16	FY3/17	FY3/18
Profit	3,882	6,267	7,804	15,271	17,820
Other Comprehensive Income					
Valuation Difference on Available-for-sale Securities	1,567	857	(1,307)	942	1,192
Deferred Gains (losses) on Hedges	(9)	(7)	38	48	(42)
Revaluation Reserve for Land	-	549	220	-	-
Foreign Currency Translation Adjustment	21	10	(103)	3	(85)
Share of Other Comprehensive Income of Entities Accounted for Using Equity Method	0	1	-	-	-
Remeasurements of Defined Benefit Plan	-	3,797	(1,957)	1,238	432
Total Other Comprehensive Income	1,580	5,207	(3,110)	2,232	1,497
Comprehensive Income	5,463	11,475	4,694	17,504	19,317
(Breakdown)					
Comprehensive Income Attributable to Owners of Parent	5,338	11,594	4,698	17,505	19,325
Comprehensive Income Attributable to Non-Controlling Interests	124	(119)	(4)	(1)	(8)

## (4) Consolidated Statement of Changes in Equity

(Millions of Yen)

	FY3/14	FY3/15	FY3/16	FY3/17	FY3/18
<b>Shareholders' Equity</b>					
<b>Capital Stock</b>					
Balance at April 1	30,449	30,449	30,449	30,449	30,449
Changes of Items during Period					
Total Changes of Items during Period	-	-	-	-	-
Balance at March 31	30,449	30,449	30,449	30,449	30,449
<b>Capital Surplus</b>					
Balance at April 1	18,386	18,386	18,386	18,386	18,386
Changes of Items during Period					
Total Changes of Items during Period	-	-	-	-	-
Balance at March 31	18,386	18,386	18,386	18,386	18,386
<b>Retained Earnings</b>					
Balance at April 1	8,635	11,728	16,646	25,902	39,841
Cumulative Effects of Changes in Accounting Policies	-	(1,129)	-	-	-
Restated Balance	-	10,598	16,646	25,902	39,841
Changes of Items during Period					
Dividends of Surplus	(571)	(571)	(1,143)	(1,715)	(3,430)
Profit Attributable to Owners of Parent	3,762	6,183	7,805	15,271	17,826
Reversal of Revaluation Reserve for Land	(96)	440	2,594	382	10
Change of Scope of Equity Method	-	(4)	-	-	-
Total Changes of Items during Period	3,093	6,047	9,256	13,939	14,405
Balance at March 31	11,728	16,646	25,902	39,841	54,247
<b>Treasury Shares</b>					
Balance at April 1	(23)	(24)	(25)	(25)	(26)
Changes of Items during Period					
Purchase of Treasury Shares	(1)	(0)	(0)	(0)	(300)
Total Changes of Items during Period	(1)	(0)	(0)	(0)	(300)
Balance at March 31	(24)	(25)	(25)	(26)	(326)
<b>Total Shareholders' Equity</b>					
Balance at April 1	57,448	60,540	65,457	74,713	88,652
Cumulative Effects of Changes in Accounting Policies	-	(1,129)	-	-	-
Restated Balance	-	59,410	65,457	74,713	88,652
Changes of Items during Period					
Dividends from Surplus	(571)	(571)	(1,143)	(1,715)	(3,430)
Profit Attributable to Owners of Parent	3,762	6,183	7,805	15,271	17,826
Reversal of Revaluation Reserve for Land	(96)	440	2,594	382	10
Purchase of Treasury Shares	(1)	(0)	(0)	(0)	(300)
Change of Scope of Equity Method	-	(4)	-	-	-
Total Changes of Items during Period	3,092	6,047	9,255	13,938	14,105
Balance at March 31	60,540	65,457	74,713	88,652	102,757

(Millions of Yen)

	FY3/14	FY3/15	FY3/16	FY3/17	FY3/18
<b>Accumulated Other Comprehensive Income</b>					
<b>Valuation Difference on Available-for-sale Securities</b>					
Balance at April 1	1,181	2,749	3,607	2,299	3,242
<b>Changes of Items during Period</b>					
Net Changes of Items Other than Shareholders' Equity	1,567	857	(1,307)	942	1,192
Total Changes of Items during Period	1,567	857	(1,307)	942	1,192
Balance at March 31	2,749	3,607	2,299	3,242	4,434
<b>Deferred Gains (losses) on Hedges</b>					
Balance at April 1	(2)	(10)	(17)	20	69
<b>Changes of Items during Period</b>					
Net Changes of Items Other than Shareholders' Equity	(8)	(6)	38	48	(42)
Total Changes of Items during Period	(8)	(6)	38	48	(42)
Balance at March 31	(10)	(17)	20	69	26
<b>Revaluation Reserve for Land</b>					
Balance at April 1	6,470	6,567	6,676	4,303	3,920
<b>Changes of Items during Period</b>					
Net Changes of Items Other than Shareholders' Equity	96	109	(2,373)	(382)	(10)
Total Changes of Items during Period	96	109	(2,373)	(382)	(10)
Balance at March 31	6,567	6,676	4,303	3,920	3,910
<b>Foreign Currency Translation Adjustments</b>					
Balance at April 1	(18)	(1)	18	(81)	(77)
<b>Changes of Items during Period</b>					
Net Changes of Items Other than Shareholders' Equity	17	20	(100)	4	(83)
Total Changes of Items during Period	17	20	(100)	4	(83)
Balance at March 31	(1)	18	(81)	(77)	(160)
<b>Remeasurements of Defined Benefit Plans</b>					
Balance at April 1	-	(2,507)	1,289	(668)	569
<b>Changes of Items during Period</b>					
Net Changes of Items Other than Shareholders' Equity	(2,507)	3,797	(1,957)	1,238	432
Total Changes of Items during Period	(2,507)	3,797	(1,957)	1,238	432
Balance at March 31	(2,507)	1,289	(668)	569	1,002
<b>Total Accumulated Other Comprehensive Income</b>					
Balance at April 1	7,632	6,797	11,575	5,874	7,724
<b>Changes of Items during Period</b>					
Net Changes of Items Other than Shareholders' Equity	(834)	4,777	(5,701)	1,850	1,489
Total Changes of Items during Period	(834)	4,777	(5,701)	1,850	1,489
Balance at March 31	6,797	11,575	5,874	7,724	9,213
<b>Non-Controlling Interests</b>					
Balance at April 1	30	154	35	68	67
<b>Changes of Items during Period</b>					
Net Changes of Items Other than Shareholders' Equity	124	(119)	33	(1)	(8)
Total Changes of Items during Period	124	(119)	33	(1)	(8)
Balance at March 31	154	35	68	67	59
<b>Total Net Assets</b>					
Balance at April 1	65,110	67,493	77,068	80,656	96,444
Cumulative Effects of Changes in Accounting Policies	-	(1,129)	-	-	-
Restated Balance	-	66,363	77,068	80,656	96,444
<b>Changes of Items during Period</b>					
Dividends of Surplus	(571)	(571)	(1,143)	(1,715)	(3,430)
Profit Attributable to Owners of Parent	3,762	6,183	7,805	15,271	17,826
Reversal of Revaluation Reserve for Land	(96)	440	2,594	382	10
Purchase of Treasury Shares	(1)	(0)	(0)	(0)	(300)
Change of Scope of Equity Method	-	(4)	-	-	-
Net Changes of Items Other than Shareholders' Equity	(709)	4,657	(5,667)	1,849	1,481
Total Changes of Items during Period	2,382	10,704	3,588	15,788	15,586
Balance at March 31	67,493	77,068	80,656	96,444	112,031



## (5) Consolidated Statement of Cash Flows

(Millions of Yen)

	FY3/14	FY3/15	FY3/16	FY3/17	FY3/18
<b>Cash Flows from Operating Activities:</b>					
Profit before Income Taxes	8,740	10,176	14,242	23,027	25,289
Depreciation	4,662	5,288	5,549	5,613	6,846
Impairment Loss	201	1,439	4,908	694	38
Increase (decrease) in Allowance for Doubtful Accounts	(2,267)	(2,695)	(387)	(756)	923
Increase (decrease) in Provision for Bonuses	168	188	335	283	327
Increase (decrease) in Provision for Loss on Construction Contracts	(112)	314	(606)	(376)	(706)
Increase (decrease) in Provision for Retirement Benefits	(351)	-	-	-	-
Increase (decrease) in Net Defined Benefit Liability	3,396	(3,294)	30	65	65
Increase (decrease) in Net Defined Benefit Asset	-	983	(1,875)	(357)	(493)
Retirement Benefits Expenses	-	1,817	-	-	-
Increase (decrease) in Provision for Loss on Litigation	(400)	-	-	-	-
Interest Income and Dividend Income	(292)	(308)	(328)	(621)	(491)
Interest Expenses	1,173	1,019	1,065	791	714
Foreign Exchange Losses (gains)	(992)	(1,491)	1,676	241	702
Equity in (Earnings) Losses of Affiliates	1	(5)	(6)	(7)	(7)
Loss (gain) on Sales of Property, Plants and Equipment	(218)	95	391	(11)	(60)
Loss (gain) on Sales of Investment Securities	7	(51)	(208)	(60)	(33)
Loss (gain) on Valuation of Investment Securities	-	3	1	2	3
Decrease (increase) in Notes and Accounts Receivable-trade	(17,752)	(38,429)	(2,567)	7,235	(27,914)
Decrease (increase) in Costs on Uncompleted Construction	(633)	(582)	(2,458)	1,825	(3,874)
Progress and Other Inventories	595	576	4,353	2,231	185
Increase (decrease) in Notes and Accounts Payable-trade	(3,998)	28,967	8,832	(6,819)	2,098
Increase (decrease) in Advances Received on Uncompleted Construction	(1,070)	5,294	5,057	3,150	14,819
Decrease (increase) in Accounts Receivable - Other	543	(15,211)	5,407	4,332	(14,364)
Decrease in consumption taxes payable	-	-	7,590	4,395	-
Other, Net	(3,393)	4,528	8,585	(4,774)	7,005
Subtotal	(11,993)	(1,378)	59,590	40,106	11,073
Interest and Dividends Income Received	277	290	353	620	487
Interest Expenses Paid	(1,138)	(1,095)	(1,108)	(799)	(733)
Income Taxes Paid	(1,408)	(2,453)	(3,633)	(8,633)	(7,382)
Net Cash Provided by (used in) Operating Activities	(14,263)	(4,637)	55,202	31,293	3,445
<b>Cash Flows from Investing Activities:</b>					
Payments into time deposits	-	-	(11,991)	(2,450)	(2,901)
Proceeds from withdrawal of time deposits	-	-	11,630	2,720	3,001
Purchase of Investment Securities	(54)	(292)	(348)	(303)	(428)
Proceeds from Sales and Redemption of Short-term and Long-term Investment Securities	237	147	624	277	124
Purchase of Property, Plants and Equipment	(8,207)	(9,460)	(6,226)	(9,106)	(12,917)
Proceeds from Sales of Property, Plants and Equipment	873	450	1,253	94	428
Payments of Loans Receivable	(69)	(18)	-	-	-
Collection of Loans Receivable	111	202	924	32	32
Other, Net	(200)	(82)	(561)	(353)	(469)
Net Cash Used in Investing Activities	(7,310)	(9,053)	(4,695)	(9,089)	(13,129)
<b>Cash Flows from Financing Activities:</b>					
Net Increase (decrease) in Short-term Loans Payable	1,960	3,158	(2,267)	(6,669)	1,474
Net Increase (decrease) in Commercial Papers	-	19,996	(19,996)	-	-
Proceeds from Long-term Loans Payable	9,857	10,120	14,050	3,030	4,374
Repayment of Long-term Loans Payable	(17,907)	(13,386)	(11,210)	(10,074)	(7,853)
Proceeds from Issuance Bonds Payable	9,943	9,942	-	-	9,950
Redemption of bonds	-	(10,000)	-	-	-
Cash Dividends Paid	(569)	(570)	(1,137)	(1,709)	(3,421)
Other, Net	(118)	(147)	(150)	(108)	(399)
Net Cash Provided by (used in) Financing Activities	3,165	19,112	(20,713)	(15,532)	4,125
Effect of Exchange Rate Change on Cash and Cash Equivalents	421	503	(2,225)	(335)	(1,099)
Net Increase (decrease) in Cash and Cash Equivalents	(17,985)	5,924	27,568	6,335	(6,658)
Cash and Cash Equivalents at the Beginning of the Period	49,927	31,941	37,866	65,434	71,770
Cash and Cash Equivalents at the End of the Period	31,941	37,866	65,434	71,770	65,112

## (6) Segment Information

(Millions of Yen)

	FY3/14	FY3/15	FY3/16	FY3/17	FY3/18
<b>Domestic Civil Engineering</b>					
Net Sales					
Sales to Third Parties	140,886	147,146	150,241	154,890	183,231
Intersegment Sales and Transfers	181	638	321	454	678
Total	141,068	147,785	150,562	155,345	183,910
Segment Profit	7,387	5,307	9,255	9,695	14,015
Other Items					
Depreciation	1,558	1,665	1,936	1,998	2,029
<b>Domestic Building Construction</b>					
Net Sales					
Sales to Third Parties	127,792	130,762	165,412	149,867	140,075
Intersegment Sales and Transfers	2	2	4	4	15
Total	127,795	130,765	165,416	149,872	140,091
Segment Profit	545	2,036	10,543	11,190	8,128
Other Items					
Depreciation	337	411	443	600	562
<b>Overseas</b>					
Net Sales					
Sales to Third Parties	104,597	138,473	162,560	183,560	195,120
Intersegment Sales and Transfers	-	-	-	-	-
Total	104,597	138,473	162,560	183,560	195,120
Segment Profit	2,632	4,820	1,685	2,169	4,791
Other Items					
Depreciation	2,226	2,623	2,574	2,533	3,777
<b>Real Estate Development</b>					
Net Sales					
Sales to Third Parties	2,430	1,895	4,784	3,950	576
Intersegment Sales and Transfers	177	174	177	141	145
Total	2,607	2,069	4,961	4,092	722
Segment Profit (loss)	(988)	(278)	(630)	528	(9)
Other Items					
Depreciation	58	58	56	56	54
<b>Other</b>					
Net Sales					
Sales to Third Parties	5,475	7,959	8,565	8,067	7,897
Intersegment Sales and Transfers	1,583	2,236	2,231	1,955	1,854
Total	7,058	10,196	10,796	10,023	9,752
Segment Profit (loss)	304	397	(249)	683	687
Other Items					
Depreciation	524	541	547	431	426
<b>Consolidated</b>					
Net Sales					
Sales to Third Parties	381,182	426,237	491,564	500,336	526,902
Intersegment Sales and Transfers	-	-	-	-	-
Total	381,182	426,237	491,564	500,336	526,902
Segment Profit	9,896	12,293	20,617	24,274	27,617
Other Items					
Depreciation	4,662	5,288	5,549	5,613	6,846

## 7. Non-Consolidated Financial Statements

### (1) Non-Consolidated Balance Sheet

(Millions of Yen)

	FY3/14	FY3/15	FY3/16	FY3/17	FY3/18
Assets					
Current Assets:					
Cash and Deposits	24,197	28,184	52,495	64,442	60,174
Notes Receivable- Trade	3,390	12,394	12,635	7,856	9,618
Accounts Receivable from Completed Construction Contracts	122,400	150,580	150,206	149,999	178,155
Accounts Receivable- Development Business	31	34	100	52	30
Securities	-	42	31	-	-
Real Estate for Sale	4,632	6,569	1,658	1,723	1,512
Costs on Uncompleted Construction Contracts	8,161	9,213	11,823	10,022	14,112
Development Projects in Progress	3,184	3,232	3,997	2,115	1,792
Raw Materials and Supplies	1,046	908	836	844	1,072
Short-term Loans Receivable	2,033	2,111	3,004	1,122	1,140
Accounts Receivable	12,632	28,101	23,334	18,065	32,450
Deferred Tax Assets	2,989	2,585	2,568	2,484	2,539
Other	4,044	5,657	3,452	4,192	3,103
Allowance for Doubtful Accounts	(743)	(976)	(897)	(777)	(851)
<b>Total Current Assets</b>	<b>188,000</b>	<b>248,642</b>	<b>265,249</b>	<b>262,144</b>	<b>304,853</b>
Non-current Assets:					
Property, Plants and Equipment					
Buildings	9,916	10,425	10,613	10,032	9,737
Structures	526	506	653	591	824
Machinery, Equipment and Vehicles	1,050	2,348	3,610	2,880	3,510
Dredgers	1,088	935	717	587	481
Vessels	2,708	2,381	2,850	4,340	4,987
Vehicles	41	53	45	40	671
Tools, Furniture and Fixtures	548	641	673	624	655
Land	40,976	36,399	30,769	29,883	31,737
Leased Assets	143	152	202	154	178
Construction in Progress	982	379	439	4,222	8,125
Property, Plants and Equipment- Net	57,982	54,224	50,576	53,358	60,909
Intangible Assets	1,036	1,091	1,411	1,371	1,339
Investments and Other Assets					
Investments and Other Assets	15,286	16,543	14,465	15,910	17,920
Shares of Subsidiaries and Associates	1,370	1,378	1,378	1,378	1,414
Long-term Loans Receivable	100	82	55	27	-
Long-term Loans Receivable from Subsidiaries and Associates	15,464	20,665	18,286	16,776	16,102
Claims Provable in Bankruptcy, Claims Provable in Rehabilitation and Other	4,127	946	754	138	46
Long-term Prepaid Expenses	148	112	135	107	106
Deferred Tax Assets	1,427	835	718	252	-
Other	2,840	2,208	4,242	4,176	5,027
Allowance for Doubtful Accounts	(4,086)	(1,155)	(941)	(329)	(1,173)
<b>Total Investments and Other Assets</b>	<b>36,680</b>	<b>41,617</b>	<b>39,097</b>	<b>38,438</b>	<b>39,444</b>
<b>Total Non-current Assets</b>	<b>95,700</b>	<b>96,933</b>	<b>91,085</b>	<b>93,168</b>	<b>101,693</b>
<b>Total Assets</b>	<b>283,701</b>	<b>345,575</b>	<b>356,334</b>	<b>355,313</b>	<b>406,546</b>

(Millions of Yen)

	FY3/14	FY3/15	FY3/16	FY3/17	FY3/18
<b>Liabilities</b>					
<b>Current Liabilities</b>					
Notes Payable- Trade	21,199	19,727	23,757	17,036	15,574
Electronically Recorded Obligations - Operating	5,456	9,251	15,129	25,411	12,325
Accounts Payable for Construction Contracts	74,249	100,360	96,001	87,654	108,526
Accounts Payable- Development Business	439	693	464	21	3
Short-term Loans Payable	35,570	36,501	32,060	22,431	23,488
Commercial Papers	-	19,996	-	-	-
Current Portion of Bonds	10,000	-	-	-	10,000
Accounts Payable- Other	2,871	1,403	3,083	3,104	3,237
Income Taxes Payable	1,775	2,309	5,787	5,272	5,361
Advances Received on Uncompleted Construction Contracts	15,488	19,725	25,475	28,598	43,968
Advances Received on Development Business	14	389	158	18	12
Deposits Received	9,465	14,227	24,372	28,967	37,499
Provision for Warranties for Completed Construction	857	681	1,449	1,551	1,457
Provision for Bonuses	1,215	1,395	1,728	1,998	2,298
Provision for Loss on Construction Contracts	2,469	2,901	2,312	2,022	1,328
Provision for loss on development business of subsidiaries and associates	-	-	675	-	-
Other	3,134	3,426	4,136	3,696	3,765
<b>Total Current Liabilities</b>	<b>184,207</b>	<b>232,992</b>	<b>236,594</b>	<b>227,787</b>	<b>268,847</b>
<b>Non-current Liabilities</b>					
Bonds Payable	10,000	20,000	20,000	20,000	20,000
Long-term Loans Payable	17,330	16,414	20,413	15,590	12,354
Deferred Tax Liabilities	-	-	-	-	173
Deferred Tax Liabilities for Land Revaluation	6,186	5,382	3,869	3,691	3,679
Reserve for Retirement Allowance	-	583	601	787	743
Provision for Board Benefit Trust	-	-	-	-	86
Other	398	407	399	301	316
<b>Total Non-current Liabilities</b>	<b>33,915</b>	<b>42,787</b>	<b>45,283</b>	<b>40,370</b>	<b>37,354</b>
<b>Total Liabilities</b>	<b>218,122</b>	<b>275,780</b>	<b>281,877</b>	<b>268,157</b>	<b>306,201</b>
<b>Net Assets</b>					
<b>Shareholders' Equity</b>					
Capital Stock	30,449	30,449	30,449	30,449	30,449
<b>Capital Surplus</b>					
Legal Capital Surplus	12,379	12,379	12,379	12,379	12,379
Other Capital Surplus	6,007	6,007	6,007	6,007	6,007
<b>Total Capital Surplus</b>	<b>18,386</b>	<b>18,386</b>	<b>18,386</b>	<b>18,386</b>	<b>18,386</b>
<b>Retained Earnings</b>					
Reserve for Advanced Depreciation of Non-current Assets	-	110	104	111	99
General Reserve	-	-	5,000	10,000	20,000
Retained Earnings Brought Forward	7,459	10,606	13,918	21,001	23,383
<b>Total Retained Earnings</b>	<b>7,459</b>	<b>10,717</b>	<b>19,022</b>	<b>31,113</b>	<b>43,482</b>
Less: Treasury Shares	(24)	(25)	(25)	(26)	(326)
<b>Total Shareholders' Equity</b>	<b>56,271</b>	<b>59,528</b>	<b>67,833</b>	<b>79,924</b>	<b>91,993</b>
<b>Valuation and Translation Adjustments</b>					
Valuation Difference on Available-for-sale Securities	2,748	3,606	2,299	3,241	4,434
Deferred Gains or Losses on Hedges	(9)	(17)	20	69	7
Revaluation Reserve for Land	6,567	6,676	4,303	3,920	3,910
<b>Total Valuation and Translation Adjustment</b>	<b>9,307</b>	<b>10,265</b>	<b>6,623</b>	<b>7,231</b>	<b>8,351</b>
<b>Total Net Assets</b>	<b>65,578</b>	<b>69,794</b>	<b>74,457</b>	<b>87,155</b>	<b>100,345</b>
<b>Total Liabilities and Net Assets</b>	<b>283,701</b>	<b>345,575</b>	<b>356,334</b>	<b>355,313</b>	<b>406,546</b>

## (2) Non-Consolidated Statement of Income

(Millions of Yen)

	FY3/14	FY3/15	FY3/16	FY3/17	FY3/18
<b>Net Sales</b>					
Completed Construction Contracts	353,485	391,642	452,900	467,366	498,442
Development Business and Other	2,441	2,069	4,961	4,092	722
<b>Total Net Sales</b>	<b>355,926</b>	<b>393,711</b>	<b>457,862</b>	<b>471,458</b>	<b>499,164</b>
<b>Cost of Sales</b>					
Completed Construction Contracts	330,507	367,985	420,330	431,149	457,753
Development Business and Other	3,213	2,224	5,405	3,402	685
<b>Total Cost of Sales</b>	<b>333,721</b>	<b>370,210</b>	<b>425,736</b>	<b>434,551</b>	<b>458,438</b>
<b>Gross Profit</b>					
Completed Construction Contracts	22,977	23,656	32,569	36,217	40,688
Development Business and Other (loss)	(771)	(155)	(444)	689	37
<b>Total Gross Profit</b>	<b>22,205</b>	<b>23,500</b>	<b>32,125</b>	<b>36,907</b>	<b>40,726</b>
<b>Selling, General and Administrative Expenses</b>					
<b>Operating Income</b>	<b>8,887</b>	<b>9,693</b>	<b>18,119</b>	<b>21,656</b>	<b>24,787</b>
<b>Non-operating Income</b>					
Interest Income	230	255	322	313	357
Interest on Securities	6	5	6	2	1
Dividend Income	208	484	1,195	567	346
Real Estate Rent	36	41	45	25	24
Reversal of Allowance for Doubtful Accounts	126	29	109	142	7
Other	248	372	313	213	227
<b>Total Non-operating Income</b>	<b>858</b>	<b>1,188</b>	<b>1,993</b>	<b>1,264</b>	<b>965</b>
<b>Non-operating Expenses</b>					
Interest Expenses	977	806	945	644	563
Interest on Bonds	184	202	155	154	162
Provision of Allowance for Doubtful Accou	-	-	-	12	951
Foreign Exchange Loss	112	586	891	849	915
Other	319	243	313	143	227
<b>Total Non-operating Expenses</b>	<b>1,593</b>	<b>1,838</b>	<b>2,306</b>	<b>1,803</b>	<b>2,820</b>
<b>Ordinary Income</b>	<b>8,152</b>	<b>9,043</b>	<b>17,806</b>	<b>21,116</b>	<b>22,932</b>
<b>Extraordinary Income</b>	<b>151</b>	<b>328</b>	<b>263</b>	<b>103</b>	<b>108</b>
<b>Extraordinary Losses</b>	<b>777</b>	<b>1,761</b>	<b>5,455</b>	<b>789</b>	<b>542</b>
<b>Profit before Income Taxes</b>	<b>7,525</b>	<b>7,610</b>	<b>12,614</b>	<b>20,430</b>	<b>22,497</b>
<b>Income Taxes- Current</b>	<b>1,715</b>	<b>1,965</b>	<b>6,253</b>	<b>7,066</b>	<b>6,837</b>
<b>Income Taxes- Deferred</b>	<b>2,534</b>	<b>1,125</b>	<b>(493)</b>	<b>(58)</b>	<b>(129)</b>
<b>Profit</b>	<b>3,276</b>	<b>4,519</b>	<b>6,854</b>	<b>13,423</b>	<b>15,789</b>

## Reference: Extraordinary Income/Extraordinary Losses

(Millions of Yen)

	FY3/14	FY3/15	FY3/16	FY3/17	FY3/18
<b>Extraordinary Income</b>					
Gain on Sales of Non-current Assets	139	71	54	37	69
Gain on Sales of Investment Securities	-	51	208	60	33
Gain on Insurance Adjustment	3	10	0	4	3
Subsidy Income	-	189	-	-	-
Other	8	4	-	0	0
<b>Total Extraordinary Income</b>	<b>151</b>	<b>328</b>	<b>263</b>	<b>103</b>	<b>108</b>
<b>Extraordinary Losses</b>					
Loss on Sales of Non-current Assets	37	177	8	42	25
Impairment Loss	201	1,439	4,491	694	38
Provision for loss on business of subsidiaries and associates	-	-	675	-	-
Loss on Valuation of Investment Securities	-	3	1	2	3
Provision of Allowance for Doubtful Accounts	4	-	-	-	-
Loss on Retirement of Non-current Assets	227	95	61	48	474
Loss on valuation of shares of subsidiaries and associates	-	-	217	-	-
Litigation Settlement	195	-	-	-	-
Other	112	45	0	2	-
<b>Total Extraordinary Losses</b>	<b>777</b>	<b>1,761</b>	<b>5,455</b>	<b>789</b>	<b>542</b>

## Reference: Cost Report of Completed Work

Material Cost	52,308	57,449	65,180	62,307	75,319
Labor Cost	5,022	6,374	7,703	8,761	6,034
Amounts Paid to Subcontractors	212,457	233,566	266,374	271,186	284,079
Overhead Expenses	60,719	70,595	81,072	88,893	92,319
-Employment Cost	18,179	18,977	18,833	21,047	22,923
<b>Total</b>	<b>330,507</b>	<b>367,985</b>	<b>420,330</b>	<b>431,149</b>	<b>457,753</b>

### (3) Orders Received, Net Sales, Contract Backlog

(Millions of Yen)

	FY3/14	FY3/15	FY3/16	FY3/17	FY3/18
<b>Orders Received</b>					
Japan - Public	116,733	147,754	114,888	113,427	120,452
Japan - Private	29,963	41,367	38,344	73,974	46,336
Domestic Civil Engineering	146,697	189,121	153,233	187,402	166,788
Japan - Public	19,071	48,718	17,921	45,953	15,646
Japan - Private	126,025	122,721	127,162	130,234	184,897
Domestic Building Construction	145,096	171,439	145,084	176,187	200,543
Overseas - Civil Engineering	127,484	215,882	42,598	53,762	298,401
Overseas - Building Construction	27,385	140,013	99,155	46,467	2,184
Overseas	154,870	355,895	141,754	100,230	300,585
Construction - Total	446,664	716,456	440,071	463,820	667,917
Real Estate and Other	2,481	5,884	3,109	2,118	654
Total	449,145	722,340	443,181	465,939	668,572
<b>Net Sales</b>					
Japan - Public	97,848	99,948	102,565	105,537	125,797
Japan - Private	31,112	35,813	35,034	37,510	46,155
Domestic Civil Engineering	128,961	135,762	137,600	143,047	171,953
Japan - Public	19,594	19,670	30,489	21,789	19,687
Japan - Private	104,699	106,652	128,850	124,127	116,744
Domestic Building Construction	124,293	126,323	159,340	145,917	136,432
Overseas - Civil Engineering	62,422	80,247	98,376	108,281	103,958
Overseas - Building Construction	37,807	49,309	57,584	70,119	86,098
Overseas	100,229	129,556	155,960	178,400	190,056
Construction - Total	353,485	391,642	452,900	467,366	498,442
Real Estate and Other	2,441	2,069	4,961	4,092	722
Total	355,926	393,711	457,862	471,458	499,164
<b>Contract Backlog</b>					
Japan - Public	87,035	134,841	147,164	155,054	149,709
Japan - Private	15,860	21,413	24,723	61,187	61,367
Domestic Civil Engineering	102,895	156,255	171,888	216,242	211,077
Japan - Public	25,957	54,088	41,520	65,684	61,642
Japan - Private	92,638	109,623	107,935	114,042	182,194
Domestic Building Construction	118,596	163,711	149,456	179,726	243,837
Overseas - Civil Engineering	148,209	296,574	220,063	161,759	355,633
Overseas - Building Construction	47,104	141,934	175,892	149,417	64,710
Overseas	195,314	438,509	395,956	311,176	420,344
Construction - Total	416,806	758,476	717,301	707,145	875,259
Real Estate and Other	78	3,893	2,041	68	-
Total	416,885	762,369	719,343	707,213	875,259

\*Regarding overseas construction, if the contract price increases or decreases due to fluctuations in the foreign exchange market, then in order to correct the contract backlog for the end of the previous period, the orders received, net sales and contract backlog will not always match up.

## Reference Construction Business by Project Type

(Millions of Yen)

	FY3/14	FY3/15	FY3/16	FY3/17	FY3/18
<b>Orders Received</b>					
<b>Civil Engineering</b>					
Flood Control	5,059	14,063	2,876	2,380	1,242
Railway	68,006	169,366	19,564	9,884	5,182
Potable/Waste Water	5,837	1,755	(315)	5,487	30,611
Land Improvement	31,077	47,096	18,739	55,774	108,302
Port/Airport	63,370	101,779	87,503	96,240	228,541
Road	28,308	53,149	18,675	13,974	36,955
Power Lines	30,910	0	-	-	-
Other	41,610	17,793	48,788	57,423	54,355
<b>Total</b>	<b>274,182</b>	<b>405,004</b>	<b>195,831</b>	<b>241,164</b>	<b>465,189</b>
<b>Building Construction</b>					
Office (Public/Private)	51,955	29,419	29,613	15,260	10,395
Lodging	8	2,281	1,163	4,176	24,278
Retail	1,529	17,785	6,107	11,142	60,996
Power Plant/Factory	24,230	38,183	40,348	46,069	33,835
Warehouse/Distribution Center	25,816	34,135	57,754	33,207	32,579
Residential	29,962	21,922	24,486	32,423	23,495
Education/Research/Culture	4,124	28,100	16,374	18,791	11,322
Medical/Welfare	7,758	122,954	58,364	54,895	5,999
Amusement	8,228	585	3,352	802	(2,073)
Other	18,867	16,084	6,674	5,885	1,898
<b>Total</b>	<b>172,482</b>	<b>311,452</b>	<b>244,239</b>	<b>222,655</b>	<b>202,727</b>
<b>Total</b>	<b>446,664</b>	<b>716,456</b>	<b>440,071</b>	<b>463,820</b>	<b>667,917</b>
<b>Net Sales</b>					
<b>Civil Engineering</b>					
Flood Control	2,453	2,897	7,094	6,569	4,213
Railway	15,593	31,418	67,241	68,798	43,979
Potable/Waste Water	5,658	5,192	2,422	2,492	2,428
Land Improvement	39,407	45,808	20,678	33,495	46,568
Port/Airport	72,888	72,078	72,622	63,371	92,569
Road	20,596	25,168	28,217	33,512	27,560
Power Lines	858	6,448	7,334	6,480	10,151
Other	33,927	26,997	30,365	36,609	48,439
<b>Total</b>	<b>191,384</b>	<b>216,009</b>	<b>235,976</b>	<b>251,328</b>	<b>275,911</b>
<b>Building Construction</b>					
Office (Public/Private)	21,487	34,109	40,071	22,738	20,110
Lodging	8	562	563	3,083	4,961
Retail	8,320	6,417	15,883	6,381	13,544
Power Plant/Factory	25,703	21,425	25,097	28,211	37,227
Warehouse/Distribution Center	34,603	22,318	43,238	47,035	28,250
Residential	30,721	46,189	28,392	16,181	23,806
Education/Research/Culture	13,073	6,657	16,479	19,177	15,404
Medical/Welfare	14,983	23,466	27,764	58,896	69,638
Amusement	4,518	4,123	2,919	2,576	959
Other	8,679	10,361	16,514	11,753	8,626
<b>Total</b>	<b>162,101</b>	<b>175,632</b>	<b>216,924</b>	<b>216,037</b>	<b>222,530</b>
<b>Total</b>	<b>353,485</b>	<b>391,642</b>	<b>452,900</b>	<b>467,366</b>	<b>498,442</b>



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