

Summary of Consolidated Financial Results For the Fiscal Year Ended March 31, 2017 [Japan GAAP]

Company: Asunaro Aoki Construction Co., Ltd.
 Stock exchange listing: Tokyo Stock Exchange (First Section)
 Stock code: 1865
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 Date of Ordinary shareholders Meeting: June 20, 2017 (tentative)
 Date of commencement of dividend payment: June 21, 2017 (tentative)
 Date of filing of securities report: June 21, 2017 (tentative)
 Supplementary explanatory documents: Yes (for analysts)
 Earnings presentation: Yes (for analysts)

(Yen in millions, rounded down, figures in parentheses indicate negative amounts or percentages)

1. Consolidated results of operations for the year ended March 2017 (April 1, 2016 – March 31, 2017)

(1) Consolidated result of operations (Percentage figures represent year on year changes)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
FY 3/2017	137,936	(1.0)	7,463	27.3	7,448	26.2	4,048	13.7
FY 3/2016	139,269	10.0	5,861	58.2	5,900	59.1	3,855	35.9

Note: Comprehensive income: FY3/17: 4,173 million yen 4.5% FY3/16: 3,993 million yen 28.0%

	Earnings per share	Earnings per share (diluted)	Return on equity	Ordinary income to total assets	Operating income to net sales
	Yen	Yen	%	%	%
FY 3/2017	72.14	—	6.8	7.2	5.4
FY 3/2016	68.71	—	6.8	6.0	4.2

(Reference) Share of profit (loss) of entities accounted for using equity method: FY3/17: - million yen
 FY3/16: - million yen

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
FY 3/2017	108,286	61,542	56.8	1,096.20
FY 3/2016	97,291	58,380	60.0	1,039.93

(Reference) Shareholders' equity: FY3/17: 61,514 million yen FY3/16: 58,357 million yen

(3) Consolidated cash flow position

	Net cash provided by (used in) operating activities	Net cash provided by (used in) investing activities	Net cash provided by (used in) financing activities	Cash and cash equivalents at end of period
	Million yen	Million yen	Million yen	Million yen
FY 3/2017	3,782	(935)	(1,136)	27,916
FY 3/2016	(991)	(591)	(950)	26,106

2. Dividends

	Dividend per share					Total Dividends (Annual)	Dividend payout ratio (Consolidated)	Dividend-to-equity ratio (Consolidated)
	End of 1Q	End of 2Q	End of 3Q	End of FY	Annual			
	Yen	Yen	Yen	Yen	Yen	Million yen	%	%
FY 3/2016	—	0.00	—	18.00	18.00	1,010	26.2	1.8
FY 3/2017	—	0.00	—	20.00	20.00	1,122	27.7	1.9
FY 3/2018 (Est.)	—	0.00	—	20.00	20.00		24.9	

3. Consolidated forecast for the fiscal year ending March 31, 2018 (April 1, 2017 – March 31, 2018)

(Percentage figures represent year on year changes)

	Orders received		Net sales		Operating income		Ordinary income		Profit attributable to owners of parent		Net earnings per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
First half	69,000	(21.7)	67,000	3.0	2,500	(36.3)	2,500	(36.1)	1,500	(37.5)	26.73
Full year	154,000	(4.5)	150,000	8.7	7,000	(6.2)	7,000	(6.0)	4,500	11.2	80.19

* **Notes**

- (1) Changes in significant subsidiaries (Changes of specific subsidiaries that accompanies scope change of consolidation): No
- (2) Changes in accounting principles and estimates, and retrospective restatement
- (a) Changes due to revision of accounting standards: Yes
- (b) Changes other than (a): No
- (c) Changes in accounting estimates: No
- (d) Retrospective restatement: No

(3) Number of shares outstanding (ordinary shares)

(a) Shares outstanding (including treasury stock)

As of March 31, 2017: 59,100,000 As of March 31, 2016: 59,100,000

(b) Treasury shares

As of March 31, 2017: 2,983,946 As of March 31, 2016: 2,983,946

(c) Average number of shares

Period ended March 31, 2017: 56,116,149 Period ended March 31, 2016: 56,116,457

(Reference) Outline of non-consolidated results

1. Non-consolidated results of operations for the year ended March 2017 (April 1, 2016 – March 31, 2017)

(1) Non-consolidated result of operations (Percentage figures represent year on year changes)

	Net sales		Operating income		Ordinary income		Net income	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
FY3/17	81,191	3.1	4,125	35.7	5,270	31.1	3,481	14.8
FY3/16	78,725	19.5	3,040	175.8	4,021	130.7	3,034	69.8

	Net Income per share	Diluted Net Income per share
	yen	yen
FY3/17	62.05	-
FY3/16	54.07	-

(2) Non-consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Million yen	Million yen	%	Yen
FY3/17	75,018	48,059	64.1	856.43
FY3/16	64,854	45,596	70.3	812.53

(Reference) Shareholders' equity: FY3/17:48,059 million yen FY3/16: 45,596 million yen

2. Non-consolidated forecast for the fiscal year ending March 31, 2018 (April 1, 2017 – March 31, 2018)

(Percentage figures represent year on year changes)

	Orders received		Net sales		Operating income		Ordinary income		Net income		Net earnings per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
First half	40,000	(20.8)	39,000	1.3	1,500	(41.2)	2,500	(32.3)	1,700	(33.9)	30.29
Full year	90,000	(2.8)	86,000	5.9	4,000	(3.1)	5,000	(5.1)	3,500	0.5	62.37

* Auditing of financial statements is not conducted to this Summary of Financial Results.

* Cautionary statement regarding forecasts and special notes

(Note on forward looking statements)

Forward-looking statements in these materials are based on the information available to management at the time this report was prepared. Actual results may differ significantly from these statements for number of reasons.

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1. Consolidated Financial Statements and Major Notes

(1) Consolidated balance sheet

(Million yen)

	Fiscal year ended March 2016 (As of March 31, 2016)	Fiscal year ended March 2017 (As of March 31, 2017)
ASSETS		
Current assets		
Cash and deposits	26,106	27,816
Notes receivable, accounts receivable from completed construction contracts and other	51,089	54,601
Real estate for sale	1,320	2,308
Costs on uncompleted construction contracts	94	149
Costs on real estate business	1,862	3,296
Accounts receivable	1,850	7,033
Deferred tax assets	1,044	1,002
Other	1,953	819
Allowance for doubtful accounts	(299)	(382)
Total current assets	85,022	96,645
Noncurrent assets		
Tangible Assets		
Buildings and structures, net	830	710
Machinery, vehicles, tools, furniture and fixtures, net	719	704
Vessels, net	751	651
Land	4,368	3,618
Lease assets, net	95	124
Construction in progress	139	505
Total Tangible assets	6,904	6,315
Intangible assets	186	201
Investments and other assets		
Investment securities	3,591	3,619
Long-term loans receivable	8	6
Deferred tax assets	359	676
Long-term accounts receivable	858	698
Other	1,192	975
Allowance for doubtful accounts	(832)	(853)
Total investments and other assets	5,178	5,123
Total noncurrent assets	12,269	11,640
Total assets	97,291	108,286

(Million yen)

	Fiscal year ended March 2016 (As of March 31, 2016)	Fiscal year ended March 2017 (As of March 31, 2017)
LIABILITIES		
Current liabilities		
Accounts payable for construction contracts	18,583	22,594
Income taxes payable	1,291	2,304
Advances received on uncompleted construction contracts	5,520	6,413
Provision for warranties for completed construction	552	568
Provision for loss on construction contracts	—	58
Provision for bonuses	1,604	1,580
Provision for loss by disaster	—	385
Other	2,298	3,632
Total current liabilities	29,850	37,539
Noncurrent liabilities		
Deferred tax liabilities	215	215
Retirement allowances	8,262	8,436
Provision for special repairs of vessels	75	91
Other	507	460
Total noncurrent liabilities	9,060	9,204
Total liabilities	38,910	46,744
NET ASSETS		
Shareholders' equity		
Capital stock	5,000	5,000
Capital surplus	23,766	23,766
Retained earnings	31,454	34,492
Treasury shares	(1,921)	(1,921)
Total shareholders' equity	58,299	61,337
Accumulated other comprehensive income		
Valuation differences on available-for-sales securities	491	508
Revaluation reserve for land	48	48
Remeasurements of retirement allowance plans	(482)	(380)
Total accumulated other comprehensive income	57	176
Non-controlling interests	23	27
Total net assets	58,380	61,542
Total liabilities and net assets	97,291	108,286

(2) Consolidated statements of income and comprehensive income
Consolidated statements of income

(Million yen)

	Fiscal year ended March 2016 (April 1, 2015-March 31, 2016)	Fiscal year ended March 2017 (April 1, 2016-March 31, 2017)
Net sales		
Net sales of completed construction contracts	136,401	136,785
Sales on real estate business	2,867	1,150
Total net sales	139,269	137,936
Cost of sales		
Cost of sales of completed construction contracts	122,201	120,603
Cost of sales on real estate business	2,622	1,066
Total cost of sales	124,824	121,669
Gross profit		
Gross profit on completed construction contracts	14,200	16,182
Gross profit-real estate business	245	84
Total gross profit	14,445	16,266
Selling, general and administrative expenses	8,583	8,803
Operating profit (loss)	5,861	7,463
Non-operating income		
Interest income	2	0
Dividend income	68	38
Commission fee	11	7
Other	75	22
Total non-operating income	157	68
Non-operating expenses		
Interest expense	105	80
Other	13	2
Total non-operating expenses	119	83
Ordinary profit (loss)	5,900	7,448
Extraordinary income		
Gain on sales of noncurrent assets	22	0
Reversal of loss on litigation	10	—
Other	0	-
Total extraordinary income	34	0
Extraordinary losses		
Impairment loss	628	294
Loss on disaster	—	403
Other	2	36
Total extraordinary losses	630	733
Profit (loss) before income taxes	5,304	6,715
Income taxes-current	1,650	2,936
Income taxes-deferred	(204)	(275)
Total income taxes	1,445	2,661
Profit (loss)	3,859	4,054
Profit (loss) attributable to non-controlling interests	3	5
Profit (loss) attributable to owners of parent	3,855	4,048

Consolidated statements of comprehensive income

(Million yen)

	Fiscal year ended March 2016 (April 1, 2015-March 31, 2016)	Fiscal year ended March 2017 (April 1, 2016-March 31, 2017)
Profit (loss)	3,859	4,054
Other comprehensive income		
Valuation difference on available-for-sale securities	(144)	17
Revaluation reserve for land	4	—
Remeasurements of defined benefit plans	274	101
Total other comprehensive income	134	119
Comprehensive income	3,993	4,173
(This splits into...)		
Comprehensive income attributable to owners of parent	3,990	4,173
Comprehensive income attributable to non-controlling interests	3	5

(3) Consolidated statements of cash flow

(Million yen)

	Fiscal year ended March 2016 (April 1, 2015-March 31, 2016)	Fiscal year ended March 2017 (April 1, 2016-March 31, 2017)
Cash flows from operating activities		
Profit (loss) before income taxes	5,304	6,715
Depreciation	610	607
Increase (decrease) in allowance for doubtful accounts	478	102
Increase (decrease) in provision for warranties for completed construction	(23)	15
Increase (decrease) in provision for loss on construction contracts	(113)	58
Increase (decrease) in provision for bonuses	533	(24)
Increase (decrease) in provision for special repairs of vessels	(24)	16
Increase (decrease) in net defined benefit liability	208	275
Loss on retirement of non-current assets	2	14
Interest and dividend income	(70)	(38)
Interest expenses	105	80
Impairment loss	628	294
Increase (decrease) in provision for loss on disaster	—	385
Decrease (increase) in notes and accounts receivable from completed construction	(5,944)	(3,511)
Decrease (increase) in long term accounts receivable	307	130
Decrease (increase) in inventories	(67)	(1,648)
Increase (decrease) in notes and accounts payable	(1,412)	4,011
Increase (decrease) in advances received on uncompleted construction contracts	(955)	893
Decrease (increase) in accounts receivable	3,530	(5,182)
Decrease/increase in consumption taxes receivable/payable	(2,855)	1,404
Others, net	(17)	1,286
Subtotal	202	5,887
Interest and dividend income received	70	38
Interest expenses paid	(105)	(80)
Income taxes paid	(1,158)	(2,064)
Cash flows from operating activities	(991)	3,782
Cash flows from investing activities		
Purchase of property, plant and equipment	(1,409)	(866)
Proceeds from sales of property, plant and equipment	886	20
Purchase of intangible assets	(65)	(70)
Payments for retirement of non-current assets	(1)	(12)
Purchase of investment securities	(9)	(9)
Others, net	8	3
Cash flows from investing activities	(591)	(935)
Cash flows from financing activities		
Repayments of lease obligations	(107)	(125)
Cash dividends paid	(841)	(1,009)
Dividends paid to non-controlling interests	(1)	(1)
Purchase of treasury shares	(0)	0
Cash flows from financing activities	(950)	(1,136)
Net increase (decrease) in cash and cash equivalents	(2,533)	1,710
Cash and cash equivalents at the beginning of period	28,639	26,106
Cash and cash equivalents at the end of period	26,106	27,816

2. Non-consolidated Financial Statements and Major Notes

(1) Non-consolidated balance sheet

(Million yen)

	Fiscal year ended March 2016 (As of March 31, 2016)	Fiscal year ended March 2017 (As of March 31, 2017)
ASSETS		
Current assets		
Cash and deposits	14,104	13,693
Notes receivable-trade	0	80
Electronically recorded monetary claims - operating	300	2,193
Accounts receivable from completed construction contracts	29,129	34,686
Real estate for sale	617	1,809
Costs on uncompleted construction contracts	34	49
Costs on real estate business	1,862	3,296
Deferred tax assets	513	520
Accounts receivable	783	3,248
Consumption taxes receivable	921	-
Other	337	292
Allowance for doubtful accounts	(163)	(257)
Total current assets	48,442	59,614
Noncurrent assets		
Tangible Assets		
Buildings	1,420	1,321
Accumulated depreciation	(965)	(992)
Buildings, net	454	328
Structures	74	74
Accumulated depreciation	(69)	(70)
Structures, net	4	3
Machinery and equipment	876	848
Accumulated depreciation	(665)	(687)
Machinery and equipment, net	210	161
Vehicles	12	12
Accumulated depreciation	(12)	(12)
Vehicles, net	0	0
Tools, furniture and fixtures	317	345
Accumulated depreciation	(219)	(239)
Tools, furniture and fixtures, net	97	106
Land	2,574	1,836
Leased assets	4	11
Accumulated depreciation	(0)	(1)
Lease assets, net	4	9
Construction in progress	-	4
Total Tangible assets	3,346	2,451
Intangible assets	118	122

(Million yen)

	Fiscal year ended March 2016 (As of March 31, 2016)	Fiscal year ended March 2017 (As of March 31, 2017)
Investments and other assets		
Investment securities	2,856	2,844
Shares of subsidiaries and associates	8,885	8,885
Long-term loans receivable	8	6
Long-term prepaid expenses	233	-
Deferred tax assets	212	501
Lease and guarantee deposits	674	670
Long-term accounts receivable	735	654
Other	40	67
Allowance for doubtful accounts	(698)	(798)
Total investments and other assets	12,947	12,830
Total noncurrent assets	16,412	15,404
Total assets	64,854	75,018
LIABILITIES		
Current liabilities		
Accounts payable for construction contracts	8,431	12,062
Lease obligations	0	2
Accrued consumption taxes	-	549
Income taxes payable	561	1,752
Advances received on uncompleted construction contracts	3,563	5,000
Deposits received	794	1,102
Provision for warranties for completed construction	60	74
Provision for loss on construction contracts	-	50
Provision for bonuses	863	870
Other	233	499
Total current liabilities	14,508	21,963
Noncurrent liabilities		
Lease obligations	3	7
Provision for retirement benefits	4,571	4,817
Other	174	171
Total noncurrent liabilities	4,748	4,995
Total liabilities	19,257	26,959
NET ASSETS		
Shareholders' equity		
Capital stock	5,000	5,000
Capital surplus		
Legal capital surplus	23,766	23,766
Total legal capital surplus	23,766	23,766
Retained earnings		
Legal retained earnings	500	500
Other retained earnings		
General reserve	14,500	14,500
Retained earnings brought forward	3,271	5,743
Total Retained earnings	18,271	20,743
Treasury shares	(1,921)	(1,921)
Total shareholders' equity	45,116	45,116
Valuation and translation adjustments		
Valuation difference on available-for-sale securities	479	471
Total valuation and translation adjustments	479	471
Total net assets	45,596	48,059
Total liabilities and net assets	64,854	75,018

(2) Non-consolidated statements of income and comprehensive income
Non-consolidated statements of income

(Million yen)

	Fiscal year ended March 2016 (April 1, 2015-March 31, 2016)	Fiscal year ended March 2017 (April 1, 2016-March 31, 2017)
Net sales		
Net sales of completed construction contracts	75,824	80,048
Sales on real estate business	2,901	1,143
Total net sales	78,725	81,191
Cost of sales		
Cost of sales of completed construction contracts	68,481	71,161
Cost of sales on real estate business	2,427	948
Total cost of sales	70,909	72,110
Gross profit		
Gross profit (loss) on completed construction contracts	7,342	8,886
Gross profit (loss) on real estate business	474	194
Total gross profit	7,816	9,081
Selling, general and administrative expenses		
Directors' compensations	184	222
Employees' salaries and allowances	1,747	1,895
Provision for Bonuses and allowance	328	320
Retirement payments	157	150
Legal welfare expenses	355	397
Welfare expenses	38	41
Repair and maintenance	7	12
Stationery expenses	92	88
Correspondence and transportation expenses	143	166
Power utilities expenses	20	19
Research study expenses	284	381
Advertising expenses	22	35
Provision of allowance for doubtful accounts	584	193
Entertainment expenses	19	19
Contribution	3	10
Rents	321	325
Depreciation	59	77
Taxes and dues	171	329
Insurance expenses	4	4
Miscellaneous expenses	229	261
Total Selling, general and administrative expenses	4,775	4,953
Operating income	3,040	4,127
Non-operating income		
Interest income	3	0
Dividend income	996	1,169
Other	53	22
Total non-operating income	1,053	1,192
Non-operating expenses		
Interest expense	60	48
Other	12	1
Total non-operating expenses	72	49
Ordinary income (loss)	4,021	5,270

(Million yen)

	Fiscal year ended March 2016 (April 1, 2015-March 31, 2016)	Fiscal year ended March 2017 (April 1, 2016-March 31, 2017)
Extraordinary income		
Gain on sales of non-current assets	14	-
Total extraordinary income	14	-
Extraordinary losses		
Loss on litigation	—	21
Impairment loss	69	-
Other	0	0
Total extraordinary losses	70	21
Income before income taxes	3,965	5,249
Income taxes-current	674	2,059
Income taxes-deferred	257	(292)
Total income taxes	931	1,767
Net income	3,034	3,481

3. Orders received, net sales and Contract backlogs

(1) Consolidated

(Million yen, %)

		Fiscal year ended March 2016		Fiscal year ended March 2017	
		(April 1,2015 - March 31,2016)		(April 1,2016 - March 31,2017)	
		Amount	Share	Amount	Share
Orders received	Architecture	47,386	29.9	47,327	29.4
	Civil engineering	108,334	68.3	112,694	69.9
	Total construction	155,720	98.2	160,022	99.3
	Real estate	2,867	1.8	1,150	0.7
	Total	158,588	100.0	161,172	100.0
Net sales	Architecture	39,233	28.2	45,204	32.8
	Civil engineering	97,168	69.7	91,580	66.4
	Total construction	136,401	97.9	136,785	99.2
	Real estate	2,867	2.1	1,150	0.8
	Total	139,269	100.0	137,936	100.0

(2) Non-consolidated

(Million yen, %)

			Fiscal year ended March 2016		Fiscal year ended March 2017	
			(April 1,2015 - March 31,2016)		(April 1,2016 - March 31,2017)	
			Amount	Share	Amount	Share
Orders received	Architecture construction	Public	18,792		9,529	
		Private	26,572		35,426	
	Subtotal		45,365	47.0	44,955	48.6
	Civil engineering	Public	36,420		27,059	
		Private	11,763		19,473	
	Subtotal		48,184	50.0	46,533	50.2
	Total construction	Public	55,213		36,588	
		Private	38,336		54,900	
	Total		93,549	97.0	91,489	98.8
	Real estate	Public	-		-	
		Private	2,901		1,143	
	Total		2,901	3.0	1,143	1.2
	Total	Public	55,213		36,588	
		Private	41,237		56,044	
		96,450	100.0	92,632	100.0	

(Million yen, %)

			Fiscal year ended March 2016		Fiscal year ended March 2017	
			(April 1,2015 - March 31,2016)		(April 1,2016 - March 31,2017)	
			Amount	Share	Amount	Share
Net sales	Architecture	Public	16,861		19,215	
		Private	20,376		23,612	
	Subtotal		37,237	47.3	42,827	52.8
	Civil engineering	Public	25,561		27,735	
		Private	13,024		9,485	
	Subtotal		38,586	49.0	37,220	45.8
	Total construction	Public	42,423		46,950	
		Private	33,401		33,097	
	Total		75,824	96.3	80,048	98.6
	Real estate	Public	-		-	
		Private	2,901		1,143	
	Total		2,901	3.7	1,143	1.4
Total	Public	42,423		46,950		
	Private	36,302		34,240		
		78,725	100.0	81,191	100.0	
Contract backlogs	Construction Business	Architecture	45,780	44.7	47,908	42.1
		Civil engineering	56,676	55.3	65,989	57.9
	Subtotal		102,457	100.0	113,898	100.0
	Real estate		-	-	-	-
Total		102,457	100.0	113,898	100.0	

Disclaimer: All financial information has been prepared in accordance with generally accepted accounting principles in Japan. This document is a partial English translation of the Japanese Financial Statements which were filed with Stock Exchanges in Japan on May 9, 2017. The Company provides this translation for your reference and convenience only without any warranty as to its accuracy. In case of any discrepancy between the translation and the Japanese original, the latter shall prevail