

Consolidated Financial Results
for the Nine Months Ended March 31, 2017
[Japanese GAAP]



May 15, 2017

Company name: Nippon Koei Co., Ltd.

Stock exchange listing: Tokyo Stock Exchange

Code number: 1954

URL: <https://www.n-koei.co.jp/english>

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Scheduled date of filing quarterly securities report: May 15, 2017

Scheduled date of commencing dividend payments: -

Availability of supplementary briefing material on quarterly financial results: Yes

Schedule of quarterly financial results briefing session: None

(Amounts of less than one million yen are rounded down.)

1. Consolidated Financial Results for the Nine Months Ended March 31, 2017 (July 1, 2016 to March 31, 2017)

(1) Consolidated Operating Results (% indicates changes from the previous corresponding period.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent	
	Million yen	%	Million yen	%	Million yen	%	Million yen	%
Nine months ended								
March 31, 2017	64,168	240	3,603	93.8	4,032	144.6	2,615	538.6
March 31, 2016	51,754	(32)	1,858	(249)	1,648	(50.8)	409	(88.5)

(Note) Comprehensive income: Nine months ended March 31, 2017: ¥1,632 million [- %]

Nine months ended March 31, 2016: ¥(708) million [- %]

	Net income per share	Diluted net income
	Yen	0per share
Nine months ended		
March 31, 2017	169.76	-
March 31, 2016	26.77	-

(Note) The Company conducted a share consolidation at a rate of one share for every five shares on January 1, 2017. The figures for “Net income per share” are amounts on the assumption that the Company conducts the share consolidation on the beginning of previous fiscal year.

(2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio
	Million yen	Million yen	%
As of			
March 31, 2017	127,284	52,400	40.9
June 30, 2016	100,989	51,460	50.6

(Reference) Equity: As of March 31, 2017 : ¥52,073 million

As of June 30, 2016 : ¥51,122 million

2. Dividends

	Annual dividends				
	1st quarter-end	2nd quarter-end	3rd quarter-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Fiscal year ended June 30, 2016	-	-	-	10.00	10.00
Fiscal year ending June 30, 2017	-	-	-		
Fiscal year ending June 30, 2017 (Forecast)				75.00	75.00

(Note)

(1) Revision to the forecast for dividends announced most recently: None

(2) The Company conducted a share consolidation at a rate of one share for every five shares on January 1, 2017. The figure for “Year-end annual dividends” for fiscal year ending June 30, 2017 (Forecast) is an amount that takes into account the share consolidation. For details, please refer to “* Explanation of the proper use of financial results forecast and other notes.”

3. Consolidated Financial Results Forecast for the Fiscal Year Ending June 30, 2017(July 1, 2016 to June 30, 2017)

(% indicates changes from the previous corresponding period.)

	Net sales		Operating income		Ordinary income		Profit attributable to owners of parent		Net income per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
Full year	105,000	283	6,000	270	6,300	443	3,600	975	233.70

(Note)

(1) Revision to the financial results forecast announced most recently: None

(2) The Company conducted a share consolidation at a rate of one share for every five shares on January 1, 2017. The figure for “Net income per share” of full year in the Consolidated Financial Results Forecasts for the Fiscal Year Ending June 30, 2017 is an amount that takes into account the share consolidation. For details, please refer to “* Explanation of the proper use of financial results forecast and other notes.”

* Notes:

(1) Changes in significant subsidiaries during the period (Changes in scope of consolidations resulting from change in subsidiaries): None

(2) Accounting policies adopted specially for the preparation of quarterly consolidated financial statements: Yes

(3) Changes in accounting policies, changes in accounting estimates and retrospective restatement

1) Changes in accounting policies due to the revision of accounting standards: None

2) Changes in accounting policies other than 1) above: None

3) Changes in accounting estimates: None

4) Retrospective restatement: None

(4) Total number of issued shares (common stock)

1) Total number of issued shares at the end of the period (including treasury stock):

As of March 31, 2017 : 17,331,302 shares

As of June 30, 2016 : 17,331,302 shares

2) Total number of treasury stock at the end of the period:

As of March 31, 2017 : 1,906,154 shares

As of June 30, 2016 : 1,963,228 shares

3) Average number of shares during the period:

Nine months ended March 31, 2017 : 15,404,591 shares

Nine months ended March 31, 2016 : 15,295,545 shares

(Note) The Company conducted a share consolidation at a rate of one share for every five shares on January 1, 2017. The figures for “Total number of issued shares at the end of the period”, “Total number of treasury stock at the end of the period” and “Average number of shares during the period” are amounts on the assumption that the Company conducts the share consolidation on the beginning of previous fiscal year.

* These Consolidated Financial Results are not subject to quarterly review procedures.

* Explanation of the proper use of financial results forecast and other notes

1. The earnings forecasts and other forward-looking statements disclosed herein are based on information available to the Company as of the date of publication of this document and certain assumptions deemed reasonable. Actual results, etc. may differ significantly due to a wide range of factors. With regard to the assumptions and other related matters concerning forecasts for the fiscal year ending June 30, 2017, refer to “1 Analysis of Operating Results and Financial Position” on page 2, contained in the attached documents.

2. Following the approval of the proposal concerning the share consolidation at the 72nd Ordinary General Meeting of Shareholders held on September 29, 2016, the Company conducted a share consolidation at a rate of one share for every five shares on January 1, 2017. Forecast of dividend and Consolidated Financial Results for the Fiscal Year Ending June 30, 2017 with and without taking into account the share consolidation are as follows:

(1) Dividend Forecast for the Fiscal Year Ending June 30, 2017

	Without taking into account the share consolidation	With taking into account the share consolidation
Year-end dividend per share	Yen 15.00	Yen 75.00

(2) Consolidated Financial Results Forecast for the Fiscal Year Ending June 30, 2017

	Without taking into account the share consolidation	With taking into account the share consolidation
Net income per share of full year	Yen 46.74	Yen 233.70

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1. Analysis of Operating Results and Financial Position

(1) Analysis of Consolidated Operating Results

During the nine months ended March 31, 2017 (from July 1, 2016 to March 31, 2017), Japan's economy continued on a moderate recovery path with signs of private consumption picking up against the background of steady improvements in employment and income. Overseas economies continued to have a sense of growing the risk of economic downturns in the emerging markets of China and other Asian countries, as well as uncertainty about the economic policies of the United States and Europe.

The business environment of Nippon Koei Co., Ltd. (the "Company") and its subsidiaries (together, the "Group") continued to be stable, and each business segment saw steady demand. The Group undertook measures for disaster prevention and mitigation and measures to prevent deterioration of infrastructures for public works projects in the Domestic Consulting Operations, promoted strategic exporting of infrastructure systems in the International Consulting Operations, and renewed power distribution equipment in the Power Engineering Operations. While demand for architectural designs in the UK was solid in the Urban & Spatial Development Operations, which was being affected by appreciation of the yen against pound sterling.

Under these circumstances, based on the Medium-Term Management Plan "NK-AIM" (from July 2015 to June 2018), with the fundamental principles of "Sustainable growth of three core businesses," "Generation and expansion of new businesses," and "Autonomy and collaboration," the Group tackled the three focus themes of "Further advance of global expansion," "Further expansion of business fields and improvement of profitability by intensifying existing core businesses," and "Demonstrating the true merits of aggregated technologies for establishment of new business domains." As companywide measures to realize these goals, the Group actively advanced "Development of next-generation core technologies and further improvement of technical strengths and productivity," "Strengthening of human resource recruitment and training," and "Promotion of collaboration and enhancement of corporate governance."

As a result of the above, Group performance was favorable during the nine months ended March 31, 2017. This was due mainly to the acceptance of an order for consulting services relating to the Greater Cairo Metro Line No. 4 phase 1 project in Egypt, and consolidation of the balance sheet of BDP HOLDINGS LIMITED, as well as its subsidiaries (together, "BDP") from the end of the previous fiscal year, and orders received increased 33.9% year on year to ¥81,466 million. Net sales were up 24.0% year on year to ¥64,168 million, operating income increased 93.8% year on year to ¥3,603 million, ordinary income grew 144.6% year on year to ¥4,032 million, and profit attributable to owners of parent increased 538.6% to ¥2,615 million.

Net sales for the nine months ended March 31, 2017 were ¥64,168 million, an achievement rate of 61.1% against the net sales forecast of ¥105,000 million for the fiscal year ending June 30, 2017 (nine months ended March 31, 2016: 63.2%).

Business results for each segment are as follows:

[Domestic Consulting Operations]

The Domestic Consulting Operations worked to increase its business areas and market shares by specifying significant businesses, improving profitability by restructuring work procedures, and effectively entering into alliances.

As a result, orders received for the nine months ended March 31, 2017 increased 13.7% year on year to ¥31,934 million. Net sales increased 10.8% year on year to ¥25,385 million. Operating income was up 256.6%

year on year to ¥1,006 million. Ordinary income increased 267.5% year on year to ¥995 million.

[International Consulting Operations]

With the strength of our region-based operating systems in the four regions of—Asia, Middle East and North Africa, Sub-Saharan Africa, and Latin America—the International Consulting Operations secured a stable business foundation through the expansion of the share of Official Development Assistance (ODA) projects and expanding business scale by urban development and Public-Private Partnership (PPP) businesses.

As a result, orders received for the nine months ended March 31, 2017 increased 55.1% year on year to ¥31,580 million. Net sales were up 0.4% year on year to ¥14,608 million. Operating income increased 141.9% year on year to ¥1,022 million and ordinary income was ¥946 million (an ordinary loss of ¥40 million was recorded for the nine months ended March 31, 2016).

[Power Engineering Operations]

In the Power Engineering Operations, we worked to increase cost competitiveness through strict cost reductions, strengthen sales and marketing capabilities through proposing cost reduction plans, enhance fusion and cooperation among the business areas of consulting, products, and construction, promote the development of products and technology, and reinforce and expand the mechanical and electromechanical consulting division.

As a result, orders received decreased 15.6% year on year to ¥10,400 million. Net sales increased 9.4% year on year to ¥14,653 million. Operating income was up 7.6% year on year to ¥3,024 million. Ordinary income rose 7.1% year on year to ¥2,984 million.

[Urban & Spatial Development Operations]

The Urban & Spatial Development Operations strove to expand the scope of business in the urban development and architectural design area by growing businesses within the UK and promoting collaborations in the Asian region.

As a result, the Group achieved orders received of ¥7,525 million, net sales of ¥8,608 million, operating income of ¥50 million, and ordinary income of ¥54 million.

BDP became a consolidated subsidiary of the Company in the previous fiscal year, consolidating only the balance sheets in the Urban & Spatial Development Operations. Subsequently, BDP's statement of income started to be consolidated from the quarter ended September 30, 2016.

[Real Estate Leasing Operations]

The Real Estate Leasing Operations saw a decline in the number of rental contracts caused by reconstruction of the headquarters building.

As a result, net sales decreased 6.3% year on year to ¥368 million, while operating income and ordinary income increased 4.2% year on year to ¥303 million, respectively.

(2) Analysis of Consolidated Financial Position

Total assets at the end of the third quarter under review amounted to ¥127,284 million, up ¥26,294 million from the end of the previous fiscal year.

In the Assets section, current assets were ¥69,924 million, an increase of ¥23,771 million from the end of the

previous fiscal year. This was due primarily to a ¥13,378 million increase in notes and accounts receivable-trade and a ¥7,077 million increase in work in process.

Non-current assets were ¥57,359 million, up ¥2,523 million from the end of the previous fiscal year. This was due primarily to an increase in investment securities included in other items of investments and other assets.

In the Liabilities section, current liabilities were ¥47,439 million, an increase of ¥4,331 million from the end of the previous fiscal year. This increase was mainly attributable to a ¥1,953 million increase in notes and accounts payable-trade, a ¥7,300 million increase in advances received, and a ¥4,700 million decrease in short-term loans payable.

Non-current liabilities were ¥27,445 million, an increase of ¥21,023 million from the end of the previous fiscal year. This increase was mainly attributable to a ¥19,557 million increase in long-term loans payable.

Net assets amounted to ¥52,400 million, an increase of ¥939 million from the end of the previous fiscal year. The primary factors behind this increase were a profit of ¥2,615 million attributable to owners of parent, ¥771 million in cash dividends paid, and a ¥1,645 million decrease in foreign currency translation adjustment.

As a result, the shareholders' equity ratio decreased 9.7 percentage points from the end of the previous fiscal year to 40.9%.

(3) Consolidated Financial Results Forecast and Other Forward-looking Statements

The consolidated financial results forecast for the fiscal year ending June 30, 2017 have not changed from the forecast announced in the Consolidated Financial Results for the Fiscal Year Ended June 30, 2016 dated August 12, 2016.

2. Matters Relating to Summary Information (Notes)

- (1) Changes in Significant Subsidiaries during the Period (Changes in scope of consolidations resulting from changes in subsidiaries)

There were no material changes in subsidiaries.

- (2) Accounting Policies Adopted Specially for the Preparation of Quarterly Consolidated Financial Statements

(Deferral of cost variance)

Because most of the cost variance attributable to seasonal fluctuations due primarily to capacity utilization is expected to be resolved by the end of the cost accounting period, it is deferred as other current liability.

- (3) Changes in Accounting Policies and Changes in Accounting Estimates and Retrospective Restatement

There were no material changes in Accounting Policies and Changes in Accounting Estimates and Retrospective Restatement.

- (4) Additional Information

(Application of Implementation Guidance on Recoverability of Deferred Tax Assets)

Effective from the first quarter ended September 30, 2016, the Company adopted the Implementation Guidance on Recoverability of Deferred Tax Assets (ASBJ Guidance No. 26, March 28, 2016).

3. Quarterly Consolidated Financial Statements

(1) Quarterly Consolidated Balance Sheets

	(Million yen)	
	Previous fiscal year (As of June 30, 2016)	Current third quarter (As of March 31, 2017)
Assets		
Current assets		
Cash and deposits	11,174	14,397
Notes and accounts receivable - trade	17,715	31,093
Work in process	12,253	19,331
Other	5,017	5,111
Allowance for doubtful accounts	(8)	(9)
Total current assets	46,153	69,924
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	6,079	5,851
Land	17,332	17,649
Other, net	1,148	1,265
Total property, plant and equipment	24,561	24,767
Intangible assets		
Goodwill	10,312	8,839
Other	6,308	5,376
Total intangible assets	16,620	14,216
Investments and other assets		
Other	13,814	18,544
Allowance for doubtful accounts	(160)	(167)
Total investments and other assets	13,654	18,376
Total non-current assets	54,836	57,359
Total assets	100,989	127,284

(Million yen)

	Previous fiscal year (As of June 30, 2016)	Current third quarter (As of March 31, 2017)
Liabilities		
Current liabilities		
Notes and accounts payable - trade	5,105	7,058
Short-term loans payable	16,000	11,300
Current portion of long-term loans payable	266	1,758
Income taxes payable	808	598
Advances received	8,181	15,481
Provision for bonuses	983	2,652
Provision for directors' bonuses	82	-
Provision for loss on construction contracts	59	66
Other	11,620	8,522
Total current liabilities	43,107	47,439
Non-current liabilities		
Long-term loans payable	1,260	20,817
Provision for directors' retirement benefits	45	45
Provision for environmental measures	34	34
Net defined benefit liability	2,554	3,891
Other	2,526	2,656
Total non-current liabilities	6,421	27,445
Total liabilities	49,529	74,884
Net assets		
Shareholders' equity		
Capital stock	7,393	7,393
Capital surplus	6,209	6,209
Retained earnings	40,821	42,664
Treasury shares	(3,020)	(2,930)
Total shareholders' equity	51,403	53,336
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	(8)	663
Foreign currency translation adjustment	(301)	(1,947)
Remeasurements of defined benefit plans	28	20
Total accumulated other comprehensive income	(280)	(1,263)
Non-controlling interests	337	326
Total net assets	51,460	52,400
Total liabilities and net assets	100,989	127,284

(2) Quarterly Consolidated Statements of Operating and Comprehensive Income

Nine months ended March 31

(Million yen)

	For the nine months ended March 31, 2016 (From July 1, 2015 to March 31, 2016)	For the nine months ended March 31, 2017 (From July 1, 2016 to March 31, 2017)
Net sales	51,754	64,168
Cost of sales	37,416	43,766
Gross profit	14,338	20,401
Selling, general and administrative expenses	12,479	16,798
Operating income	1,858	3,603
Non-operating income		
Interest income	83	136
Dividend income	155	157
Gain on sales of investment securities	124	-
Gain on derivatives	-	129
Other	129	170
Total non-operating income	492	594
Non-operating expenses		
Interest expenses	34	144
Foreign exchange losses	490	-
Other	178	21
Total non-operating expenses	702	165
Ordinary income	1,648	4,032
Extraordinary income		
State subsidy	42	-
Total extraordinary income	42	-
Extraordinary losses		
Head office transfer cost	237	105
Loss on reduction of non-current assets	38	-
Total extraordinary losses	275	105
Profit before income taxes	1,415	3,926
Income taxes - current	737	1,031
Income taxes - deferred	263	285
Total income taxes	1,001	1,317
Profit	414	2,609
Profit attributable to		
Profit attributable to owners of parent	409	2,615
Profit (loss) attributable to non-controlling interests	4	(5)
Other comprehensive income		
Valuation difference on available-for-sale securities	(1,054)	673
Deferred gains or losses on hedges	55	-
Foreign currency translation adjustment	(139)	(1,642)
Remeasurements of defined benefit plans, net of tax	15	(8)
Total other comprehensive income	(1,122)	(977)
Comprehensive income	(708)	1,632
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	(702)	1,632
Comprehensive income attributable to non-controlling interests	(6)	(0)

(3) Quarterly Consolidated Statements of Cash Flows

	(Million yen)	
	For the nine months ended March 31, 2016 (From July 1, 2015 to March 31, 2016)	For the nine months ended March 31, 2017 (From July 1, 2016 to March 31, 2017)
Cash flows from operating activities		
Profit before income taxes	1,415	3,926
Depreciation	1,003	1,158
Amortization of goodwill	-	396
Head office transfer cost	237	105
Increase (decrease) in allowance for doubtful accounts	(195)	8
Increase (decrease) in provision for bonuses	963	1,658
Increase (decrease) in provision for loss on construction contracts	8	6
Interest and dividend income	(239)	(294)
Loss (gain) on investment of derivatives	-	(129)
Decrease (increase) in notes and accounts receivable - trade	(8,899)	(13,590)
Decrease (increase) in inventories	(8,428)	(6,937)
Increase (decrease) in notes and accounts payable - trade	3,122	1,965
Increase (decrease) in accounts payable - other	(174)	(340)
Increase (decrease) in advances received	4,716	7,265
Decrease (increase) in consumption taxes refund receivable	(1,489)	(253)
Other, net	(2,551)	(3,306)
Subtotal	(10,510)	(8,360)
Interest and dividend income received	205	236
Interest expenses paid	(33)	(109)
Payments for head office transfer cost	(561)	(218)
Income taxes paid	(2,363)	(999)
Net cash provided by (used in) operating activities	(13,262)	(9,450)
Cash flows from investing activities		
Net decrease (increase) in time deposits	(1)	(1,286)
Purchase of property, plant and equipment	(1,153)	(969)
Purchase of intangible assets	(95)	(170)
Purchase of investment securities	(1,393)	(1,011)
Payments of loans receivable	(1,346)	(760)
Collection of loans receivable	69	380
Other, net	612	9
Net cash provided by (used in) investing activities	(3,308)	(3,808)
Cash flows from financing activities		
Net increase (decrease) in short-term loans payable	15,005	(4,700)
Proceeds from long-term loans payable	-	22,121
Repayments of long-term loans payable	(130)	(1,168)
Proceeds from sales of treasury shares	127	119
Purchase of treasury shares	(8)	(29)
Cash dividends paid	(770)	(772)
Other, net	(42)	(44)
Net cash provided by (used in) financing activities	14,182	15,526
Effect of exchange rate change on cash and cash equivalents	(245)	(138)
Net increase (decrease) in cash and cash equivalents	(2,634)	2,129
Cash and cash equivalents at beginning of period	11,673	9,400
Cash and cash equivalents at end of period	9,038	11,530

(4) Notes to Quarterly Consolidated Financial Statements

(Notes on Going Concern Assumption)

For the nine months ended March 31, 2017 (from July 1, 2016, to March 31, 2017)

There is no relevant information.

(Significant Changes in Shareholders' Equity)

For the nine months ended March 31, 2017 (from July 1, 2016, to March 31, 2017)

There is no relevant information.

(Segment Information)

For the nine months ended March 31, 2016 (from July 1, 2015, to March 31, 2016)

1) Information about net sales and income or loss for each reportable segment

(Million yen)

	Reportable segment						Others (Note)	Total
	Domestic Consulting Operations	International Consulting Operations	Power Engineering Operations	Urban & Spatial Development Operations	Real Estate Leasing Operations	Subtotal		
Net sales								
Net sales to external customers	22,912	14,548	13,390	-	393	51,244	509	51,754
Intersegment sales or transfers	289	4	186	-	93	573	1	575
Total	23,202	14,552	13,576	-	486	51,818	511	52,329
Segment profit (loss)	270	(40)	2,785	-	291	3,307	(1,643)	1,663

(Note) "Others" refers to a group of operations from which no profits are gained or that produce only incidental gains.

2) Differences between total segment profit or loss and ordinary income or loss in the quarterly consolidated statement of operations and comprehensive income and main details of these differences

(Million yen)

Income	Amount
Reportable segment total	3,307
Loss of "Others" category	(1,643)
Elimination of inter-segment transactions	(14)
Ordinary Income in the quarterly consolidated statement of operations and comprehensive income	1,648

For the nine months ended March 31, 2017 (from July 1, 2016, to March 31, 2017)

1) Information about net sales and income or loss for each reportable segment

(Million yen)

	Reportable segment						Others (Note)	Total
	Domestic Consulting Operations	International Consulting Operations	Power Engineering Operations	Urban & Spatial Development Operations	Real Estate Leasing Operations	Subtotal		
Net sales								
Net sales to external customers	25,385	14,608	14,653	8,608	368	63,625	543	64,168
Intersegment sales or transfers	299	14	171	11	96	594	1	595
Total	25,685	14,623	14,825	8,619	465	64,219	544	64,764
Segment profit (loss)	995	946	2,984	54	303	5,285	(1,250)	4,034

(Note) "Others" refers to a group of operations from which no profits are gained or that produce only incidental gains.

2) Differences between total segment profit or loss and ordinary income or loss in the quarterly consolidated statement of operations and comprehensive income and main details of these differences

(Million yen)

Income	Amount
Reportable Segment total	5,285
Loss of "Others" category	(1,250)
Elimination of intersegment transactions	(1)
Ordinary Income in the quarterly consolidated statement of operations and comprehensive income	4,032

3) Information concerning changes to reporting segments, etc.

In the previous fiscal year, the Company acquired the issued stock of BDP HOLDINGS LIMITED, including it and its subsidiaries within the scope of consolidation. Following this event in the recorded segment, the reportable segment "Urban & Spatial Development Operations" was added.

The segment information for the nine months ended March 31 2016 disclosed as comparative information to the nine months ended March 31, 2017 is stated according to the revised designation of the reporting segment.

(Subsequent Events)

There were no Subsequent Events that need disclosure.

4. Supplementary Information

(1) Status of Orders and Sales

By period		For the nine months ended March 31, 2016		For the nine months ended March 31, 2017		For the fiscal year ended June 30, 2016	
		Amount (Million yen)	Composition (%)	Amount (Million yen)	Composition (%)	Amount (Million yen)	Composition (%)
Orders received	Domestic Consulting	28,084	46.2	31,934	39.2	44,109	42.4
	International consulting	20,364	33.4	31,580	38.8	28,876	27.8
	Power Engineering	12,322	20.3	10,400	12.8	14,716	14.1
	Urban & Spatial Development (Note 1)	-		7,525	9.2	16,251	15.6
	Real Estate Leasing	-		-		-	
	Other	49	0.1	24	0.0	64	0.1
	Total	60,821	100.0	81,466	100.0	104,019	100.0
Net sales 1	Domestic Consulting	24,396	47.1	26,765	41.7	43,545	53.2
	International consulting	15,585	30.1	15,871	24.7	23,362	28.6
	Power Engineering	11,363	22.0	12,485	19.5	14,421	17.6
	Urban & Spatial Development (Note 1)	-		8,608	13.4	-	
	Real Estate Leasing	393	0.8	368	0.6	514	0.6
	Other	16	0.0	69	0.1	21	0.0
	Total	51,754	100.0	64,168	100.0	81,865	100.0
Net sales 2	Domestic Consulting	22,912	44.3	25,385	39.6	40,778	49.8
	International consulting	14,548	28.1	14,608	22.8	22,070	27.0
	Power Engineering	13,390	25.9	14,653	22.8	17,522	21.4
	Urban & Spatial Development (Note 1)	-		8,608	13.4	-	
	Real Estate Leasing	393	0.7	368	0.6	514	0.6
	Other	509	1.0	543	0.8	979	1.2
	Total	51,754	100.0	64,168	100.0	81,865	100.0

By period		As of March 31, 2016		As of March 31, 2017		As of June 30, 2016	
		Amount (Million yen)	Composition (%)	Amount (Million yen)	Composition (%)	Amount (Million yen)	Composition (%)
Impact of foreign exchange fluctuations	Domestic Consulting	-		-		-	
	International consulting	(1,725)		2,110		(2,940)	
	Power Engineering	-		-		-	
	Urban & Spatial Development (Note 1)	-		(1,802)		-	
	Real Estate Leasing	-		-		-	
	Other	-		-		-	
	Total	(1,725)		308		(2,940)	
Outstanding Orders	Domestic Consulting	31,662	32.6	33,708	26.5	28,538	26.2
	International consulting	54,481	56.1	71,821	56.6	54,001	49.5
	Power Engineering	10,867	11.2	8,118	6.4	10,203	9.4
	Urban & Spatial Development (Note 1)	-		13,366	10.5	16,251	14.9
	Real Estate Leasing	-		-		-	
	Other	40	0.0	4	0.0	49	0.0
	Total	97,050	100.0	127,019	100.0	109,044	100.0

- (Notes) 1. Urban & Spatial Development Operations has been added to reportable segments due to the inclusion of BDP HOLDINGS LIMITED and its subsidiaries, which were consolidated from the end of the previous fiscal year.
2. The above amounts are exclusive of consumption taxes.
3. The above amounts are for external customers.
4. Net sales 1 is by segment which received orders. Net sales 2 is by segment which provided services.
5. From the three months ended September 30, 2016, the impact of foreign exchange fluctuations is listed separately from orders received, and the year for comparison is also reclassified.