

**Performance for  
Fiscal Year Ended March 2017**

**Kinden**

May 10, 2017  
Kinden Corporation

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# 1. Summary of Financial Results

(Millions of yen)

	Consolidated					Non-consolidated					Consolidated – Non- consolidated  FY2017
	FY2016	FY2017	Change	% Change	FY2018 (Forecast)	FY2016	FY2017	Change	% Change	FY2018 (Forecast)	
<b>Construction orders</b>	500,589	518,135	17,546	3.5	505,000	420,716	436,775	16,059	3.8	435,000	81,360
(Before adjustment for inter-group transactions)											
Net sales of completed construction contracts	475,345	472,591	(2,753)	(0.6)	477,000	416,293	410,703	(5,589)	(1.3)	415,000	61,888
Cost of sales of completed construction contracts	396,367	389,295	(7,072)	(1.8)	393,500	348,829	340,469	(8,360)	(2.4)	343,500	48,825
Gross profit on completed construction contracts	78,977	83,296	4,318	5.5	83,500	67,463	70,233	2,770	4.1	71,500	13,062
(Gross profit margin)	16.6	17.6	-	-	17.5	16.2	17.1	-	-	17.2	-
Selling, general and administrative expenses	45,527	47,233	1,706	3.7	49,500	39,299	40,897	1,597	4.1	42,500	6,336
Operating income	33,450	36,062	2,612	7.8	34,000	28,163	29,336	1,172	4.2	29,000	6,726
(Operating margin)	7.0	7.6	-	-	7.1	6.8	7.1	-	-	7.0	-
Ordinary income	35,378	38,046	2,667	7.5	36,000	30,676	31,882	1,206	3.9	31,000	6,163
Profit attributable to owners of parent	23,669	26,375	2,706	11.4	24,000	23,154	22,169	(984)	(4.3)	21,000	4,205

	FY2016	FY2017
Total assets	547,554	570,037
Total net assets	376,521	399,228
Equity ratio	68.5%	69.8%

	FY2016	FY2017
Total assets	502,129	521,637
Total net assets	361,180	379,004
Equity ratio	71.9%	72.7%

## 2. Cash Flows (Consolidated)

(Millions of yen)

	FY2016	FY2017	Increase (Decrease)
Cash flows from operating activities	19,793	44,028	24,234
Cash flows from investing activities	(898)	(4,224)	(3,325)
Cash flows from financing activities	(6,133)	(5,998)	135
Effect of exchange rate change on cash and cash equivalents	(476)	(264)	211
Net increase (decrease) in cash and cash equivalents	12,284	33,540	21,255
Cash and cash equivalents at the beginning of period	93,558	105,793	12,235
Decrease in cash and cash equivalents resulting from exclusion of subsidiaries from consolidation	(49)	0	49
Cash and cash equivalents at the end of period	105,793	139,333	33,540

## 3. Capital Investment and Depreciation (Consolidated)

	FY2016		FY2017		Increase (Decrease)	
Land	2	0.0	161	4.5	159	7,950.0
Buildings and structures	3,336	64.3	915	25.7	(2,421)	(72.6)
Vehicles	1,310	25.3	1,783	50.2	473	36.1
Machinery, tools and fixtures	541	10.4	696	19.6	155	28.7
Total	5,190	100.0	3,556	100.0	(1,634)	(31.5)
Depreciation	3,917		4,320		403	10.3

Note: Lease assets are included.

## 4. Business Overview by Region (Domestic/Overseas)

### Domestic

(Millions of yen)

Company	Description of business	Date established (Date invested)	Investment ratio (%)		New orders					Net sales				
			Direct	Indirect	FY2016	FY2017	Change	% Change	%	FY2016	FY2017	Change	% Change	%
Kinden Corporation	Electrical, information & communications network, environmental management facilities and civil engineering related businesses	August 26, 1944			416,803	432,316	15,512	3.7		412,877	405,982	(6,894)	(1.7)	

### Domestic Subsidiaries

Nishihara Engineering Co., Ltd.	Plumbing works that control water working in buildings and related businesses	June 2, 1948 (April 9, 2007)	100		30,131	29,135	(996)	(3.3)		28,224	27,107	(1,117)	(4.0)	
Nishihara Construction Co., Ltd.	Plumbing works and maintenance that control water working in buildings	April 10, 1966 (April 9, 2007)		100	1,008	1,237	229	22.7		1,262	1,013	(249)	(19.7)	
Estanain Co., Ltd.	Same as above	October 1, 1990 (April 9, 2007)		75.0	837	651	(186)	(22.2)		839	647	(192)	(22.9)	
Domestic subsidiaries related to Nishihara Engineering Company, Limited					31,976	31,024	(952)	(3.0)		30,326	28,768	(1,558)	(5.1)	
Kinden Tokyo Service Company, Incorporated* (previous Kinden Electrical & Mechanical Service Company, Limited)	Maintenance of electric works	March 30, 1939 (December 24, 1970)	100		2,683	2,960	277	10.3		2,717	2,971	254	9.3	
Kinden Chubu Service Company, Incorporated* (previous Kinden Nagoya Service Company, Incorporated)	Same as above	May 16, 1969	100		1,149	1,030	(119)	(10.4)		1,117	1,021	(96)	(8.6)	
Kinden Kansai Service Company, Incorporated* (previous MECS CORPORATION)	Same as above	February 12, 1970	100		3,636	3,804	168	4.6		3,629	3,894	265	7.3	
Kinden Nishinohon Service Company, Incorporated	Same as above	June 12, 1967	100		919	863	(56)	(6.1)		982	1,044	62	6.3	
Domestic subsidiaries related to electrical business					8,389	8,659	270	3.2		8,447	8,933	486	5.8	
Shirama Wind Farm Co., Ltd.	Business of electricity produced by wind power	April 25, 2005 (March 31, 2009)	100		1,031	1,317	286	27.7		1,031	1,317	286	27.7	
Shiratakiyama Wind Farm Co., Ltd.	Same as above	September 11, 2006 (March 31, 2009)	100		1,829	1,835	6	0.3		1,829	1,835	6	0.3	
Domestic subsidiaries related to wind power generation business					2,861	3,152	291	10.2		2,861	3,152	291	10.2	
Kinden Services Company, Incorporated	Peripheral business of power distribution lining	April 1, 1991	100		3,157	3,630	473	15.0		3,159	3,630	471	14.9	
Kinden Shoji Company, Limited	Operation and maintenance and rent of real estate, leasing and sales of vehicle and insurance agents	November 7, 1961	100		3,294	3,205	(89)	(2.7)		3,294	3,205	(89)	(2.7)	
Aleph Networks Corporation	Consulting of information and telecommunications system, sales of equipments	July 21, 1995	100		2,100	1,802	(298)	(14.2)		1,943	1,738	(205)	(10.6)	
Domestic subsidiaries total					51,780	51,475	(304)	(0.6)		50,032	49,429	(603)	(1.2)	

\* The following company name changes occurred in July 2015: from Kinden Electrical & Mechanical Service Company, Limited to Kinden Tokyo Service Company, Incorporated; from Kinden Nagoya Service Company, Incorporated to Kinden Chubu Service Company, Incorporated; and from MECS CORPORATION to Kinden Kansai Service Company, Incorporated.

### Domestic Total

Kinden + Domestic subsidiaries					468,583	483,791	15,208	3.2	93.4%	462,909	455,411	(7,498)	(1.6)	93.7%
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#### 4. Business Overview by Region (Domestic/Overseas)

##### Overseas

Kinden (Millions of yen)

Company	Area	Description of business	Date established (Date invested)	Investment ratio (%)		New orders					Net sales				
				Direct	Indirect	FY2016	FY2017	Change	% Change	%	FY2016	FY2017	Change	% Change	%
Kinden	Southeast Asia	—	—	—	—	1,140	2,704	1,563	137.1		1,703	2,977	1,274	74.8	
	Hawaii and Guam	—	—	—	—	1,836	1,034	(802)	(43.7)		1,029	992	(37)	(3.6)	
	Other areas	—	—	—	—	935	721	(214)	(22.9)		683	750	67	9.8	
Kinden total						3,913	4,459	546	14.0		3,416	4,721	1,304	38.2	

##### Overseas Subsidiaries

Kinden Vietnam Co., Ltd.	Vietnam	Electrical work	September 24, 1997	100		4,787	6,230	1,443	30.1		4,759	6,067	1,308	27.5	
Kinden (Thailand) Co., Ltd.	Thailand	Same as above	August 17, 1984	49.8		2,486	3,212	726	29.2		2,786	2,219	(567)	(20.4)	
P.T. Kinden Indonesia	Indonesia	Electrical work and others	February 2, 2005	99	1	9,560	3,519	(6,041)	(63.2)		6,077	5,780	(297)	(4.9)	
Kinden Phils Corporation	Philippines	Electrical work	March 15, 1995	40		597	1,842	1,245	208.5		1,096	808	(288)	(26.3)	
Southeast Asia total						17,431	14,805	(2,626)	(15.1)		14,719	14,874	155	1.1	
US Kinden Corporation	Hawaii	Holding company	May 26, 1987	100		94	129	35	37.2		94	129	35	37.2	
Wasa Electrical Services, Inc.	Hawaii	Electrical work	(August 24, 1987)		100	10,554	14,949	4,395	41.6		7,845	10,820	2,975	37.9	
Hawaii total						10,648	15,079	4,431	41.6		7,940	10,950	3,010	37.9	
Overseas subsidiaries total						28,080	29,884	1,803	6.4		22,659	25,825	3,165	14.0	

##### Overseas Total

Kinden (Overseas) + Overseas subsidiaries	Southeast Asia	—	—	—	—	18,571	17,509	(1,063)	(5.7)		16,422	17,851	1,429	8.7	
	Hawaii and Guam	—	—	—	—	12,484	16,113	3,629	29.1		8,969	11,942	2,973	33.1	
	Other areas	—	—	—	—	935	721	(214)	(22.9)		683	750	67	9.8	
Total						31,994	34,343	2,349	7.3	6.6%	26,075	30,546	4,469	17.1	6.3%

Kinden Pacific Corporation, Kinden International, Ltd., Kinden India Private Limited, and Antelec Ltd. are non-consolidated subsidiaries, as they have any material effect on the consolidated accounting.

##### Kinden Group Total (Before adjustment for inter-group transactions)

Kinden + Domestic and overseas subsidiaries						500,577	518,135	17,557	3.5	100%	488,985	485,958	(3,028)	(0.6)	100%
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## 5. Business Overview (Non-consolidated)

### Construction Orders

#### Construction Orders by Customer

(Millions of yen)

	Full year						FY2018 (Forecast)
	FY2014	FY2015	FY2016	FY2017	Change	% Change	
The Kansai Electric Power Co., Inc.	66,205	67,871	62,046	60,875	(1,171)	(1.9)	59,000
The Kansai Electric Power Group	26,859	22,247	19,984	18,926	(1,058)	(5.3)	15,000
Others	380,594	331,611	338,684	356,974	18,289	5.4	361,000
(Public offices (Reissued))	13,076	19,305	10,576	15,509	4,933	46.6	—
<b>Total</b>	<b>473,659</b>	<b>421,731</b>	<b>420,716</b>	<b>436,775</b>	<b>16,059</b>	<b>3.8</b>	<b>435,000</b>

#### Construction Orders by Operation

Power Distribution Lining	58,063	61,352	56,473	55,278	(1,194)	(2.1)	56,000
Electrical	276,339	249,299	270,314	283,132	12,818	4.7	280,000
Information & Communications Network	58,290	45,862	41,684	39,252	(2,431)	(5.8)	42,500
Environmental Management Facilities	30,916	26,419	28,799	31,474	2,675	9.3	27,500
Electric Power & Others	50,049	38,797	23,444	27,636	4,191	17.9	29,000
<b>Total</b>	<b>473,659</b>	<b>421,731</b>	<b>420,716</b>	<b>436,775</b>	<b>16,059</b>	<b>3.8</b>	<b>435,000</b>

#### Renewal Construction (Excluding Power Distribution Lining)

Electrical	104,837	83,185	99,692	113,001	13,309	13.4	
Information & Communications Network	24,095	20,835	19,931	19,395	(536)	(2.7)	
Environmental Management Facilities	7,133	4,732	5,676	7,475	1,799	31.7	
Electric Power & Others	10,559	7,390	6,554	5,568	(986)	(15.0)	
<b>Total</b>	<b>146,625</b>	<b>116,142</b>	<b>131,854</b>	<b>145,440</b>	<b>13,586</b>	<b>10.3</b>	<b>—</b>

## 5. Business Overview (Non-Consolidated)

### Construction Orders

#### Construction Orders by Region

(Millions of yen)

		Full year						FY2018 (Forecast)
		FY2014	FY2015	FY2016	FY2017	Change	% Change	
Excluding Power Distribution Lining	Hokkaido and Tohoku	32,151	23,022	20,164	21,872	1,708	8.5	
	Kanto and Tokyo metropolitan area	106,617	112,794	110,611	119,550	8,939	8.1	
	Chubu	52,043	38,624	36,212	41,301	5,089	14.1	
	Kinki	170,705	142,236	149,839	152,819	2,980	2.0	
	Chugoku, Shikoku and Kyushu	49,210	37,244	43,501	41,493	(2,008)	(4.6)	
	Overseas	4,867	6,456	3,913	4,459	546	14.0	
	Power Distribution Lining	58,063	61,352	56,473	55,278	(1,194)	(2.1)	
<b>Total</b>		<b>473,659</b>	<b>421,731</b>	<b>420,716</b>	<b>436,775</b>	<b>16,059</b>	<b>3.8</b>	<b>435,000</b>



## 5. Business Overview (Non-Consolidated)

### Construction Orders by Operation

#### Power Distribution Lining

(Millions of yen)

	Full year						
	FY2014	FY2015	FY2016	FY2017	Change	% Change	FY2018 (Forecast)
The Kansai Electric Power Co., Inc.	47,283	49,397	52,758	52,273	(485)	(0.9)	52,000
Materials for Kansai Electric Power Construction	8,095	9,766	657	0	(657)	(100.0)	—
Other Power Distribution Lining	2,684	2,188	3,057	3,005	(52)	(1.7)	4,000
<b>Total</b>	<b>58,063</b>	<b>61,352</b>	<b>56,473</b>	<b>55,278</b>	<b>(1,194)</b>	<b>(2.1)</b>	<b>56,000</b>

Notes: 1. Since May 2015, materials corresponding to "Materials for Kansai Electric Power Construction" have been provided by the Kansai Electric Power Co., Inc., and have not been provided by the company since FY2017.

2. "Other Power Distribution Lining" includes C.C.Box and Information Box, NW-related construction of the Kansai Electric Power Co., Inc., electric water heater installation, NTT telegraph pole installation, and others.

#### Electrical (By Facility)

	Full year						
	FY2014	FY2015	FY2016	FY2017	Change	% Change	FY2018 (Forecast)
Office buildings	86,112	77,675	90,487	89,144	(1,343)	(1.5)	
Commercial and entertainment facilities	38,372	34,618	34,329	46,109	11,780	34.3	
Healthcare facilities	30,793	26,104	21,811	26,319	4,508	20.7	
Educational and cultural facilities	30,192	18,819	16,233	19,098	2,865	17.6	
Residences	5,332	4,291	4,348	4,175	(173)	(4.0)	
Factories	56,133	51,991	60,662	59,969	(693)	(1.1)	
Logistics facilities	14,765	17,646	26,714	20,569	(6,145)	(23.0)	
Others	9,705	12,085	11,080	11,037	(43)	(0.4)	
Interior constructions	4,931	6,065	4,646	6,707	2,061	44.4	
<b>Total</b>	<b>276,339</b>	<b>249,299</b>	<b>270,314</b>	<b>283,132</b>	<b>12,818</b>	<b>4.7</b>	<b>280,000</b>

## 5. Business Overview (Non-Consolidated)

### Construction Orders by Operation

#### Electrical (By Customer's Industry)

(Millions of yen)

	Full year						
	FY2014	FY2015	FY2016	FY2017	Change	% Change	FY2018 (Forecast)
Manufacturing	71,364	63,589	71,644	70,386	(1,258)	(1.8)	
Transport machines and equipment	11,330	11,073	13,330	11,732	(1,598)	(12.0)	
Electrical/precision machinery and instruments	13,215	9,889	13,007	9,733	(3,274)	(25.2)	
Food	7,491	6,762	7,208	10,153	2,945	40.9	
Chemical	5,783	5,120	7,378	6,871	(507)	(6.9)	
Pharmaceutical	6,383	8,823	7,246	6,146	(1,100)	(15.2)	
Other manufacturing	27,158	21,920	23,472	25,749	2,277	9.7	
Service	64,631	49,365	48,241	52,191	3,950	8.2	
Real estate	46,421	36,830	52,331	59,482	7,151	13.7	
Transportation and communication	23,602	21,453	16,027	16,496	469	2.9	
Commerce	20,280	15,801	24,159	15,499	(8,660)	(35.8)	
Others	50,039	62,259	57,911	69,076	11,165	19.3	
<b>Total</b>	<b>276,339</b>	<b>249,299</b>	<b>270,314</b>	<b>283,132</b>	<b>12,818</b>	<b>4.7</b>	<b>280,000</b>

#### Information & Communications Network

	Full year						
	FY2014	FY2015	FY2016	FY2017	Change	% Change	FY2018 (Forecast)
Instrumentation	5,872	6,580	4,692	5,792	1,100	23.4	5,500
LAN and others	6,952	4,016	5,469	3,551	(1,918)	(35.1)	4,500
Local area network total	12,825	10,596	10,161	9,343	(818)	(8.1)	10,000
Business communication networks by the Kansai Electric Power Co., Inc.	1,789	1,832	1,824	1,742	(82)	(4.5)	1,500
Other than the Kansai Electric Power Co., Inc.							
FTTH and others	21,075	20,030	18,715	16,269	(2,446)	(13.1)	14,500
Mobile phone and others	17,448	9,907	6,897	7,083	186	2.7	7,000
CATV	3,402	2,287	2,939	3,619	680	23.1	5,000
Others	1,748	1,208	1,145	1,194	49	4.3	4,500
Broadband network total	45,464	35,266	31,522	29,909	(1,613)	(5.1)	32,500
<b>Total</b>	<b>58,290</b>	<b>45,862</b>	<b>41,684</b>	<b>39,252</b>	<b>(2,431)</b>	<b>(5.8)</b>	<b>42,500</b>

## 5. Business Summary (Non-Consolidated)

### Construction Orders by Operation

#### Environmental Management Facilities (By Facility)

(Millions of yen)

	Full year						FY2018 (Forecast)
	FY2014	FY2015	FY2016	FY2017	Change	% Change	
Office buildings	4,468	3,484	2,961	3,851	890	30.1	
Commercial and entertainment facilities	6,894	8,431	11,193	14,570	3,377	30.2	
Healthcare facilities	5,908	6,444	4,750	2,319	(2,431)	(51.2)	
Educational and cultural facilities	6,505	2,925	972	1,815	843	86.7	
Residences	2,653	1,099	1,836	1,128	(708)	(38.6)	
Factories	2,664	2,277	4,227	3,442	(785)	(18.6)	
Logistics facilities	1,541	1,305	2,212	2,738	526	23.8	
Others	279	450	643	1,606	963	149.8	
<b>Total</b>	<b>30,916</b>	<b>26,419</b>	<b>28,799</b>	<b>31,474</b>	<b>2,675</b>	<b>9.3</b>	<b>27,500</b>

#### Electric Power & Others

	Full year						FY2018 (Forecast)
	FY2014	FY2015	FY2016	FY2017	Change	% Change	
Overhead power lining	5,007	2,280	3,501	2,408	(1,093)	(31.2)	2,500
Underground power lining	1,590	2,702	1,574	3,467	1,893	120.3	2,000
Power plants and substations	41,951	32,369	16,628	21,290	4,662	28.0	24,000
Others	1,499	1,445	1,740	469	(1,271)	(73.0)	500
<b>Total</b>	<b>50,049</b>	<b>38,797</b>	<b>23,444</b>	<b>27,636</b>	<b>4,191</b>	<b>17.9</b>	<b>29,000</b>
The Kansai Electric Power Co., Inc.	8,658	6,128	6,106	6,131	25	0.4	6,000
Others	41,391	32,669	17,338	21,505	4,167	24.0	23,000

## 5. Business Overview (Non-Consolidated)

### Net Sales of Completed Construction Contracts

#### Sales of Completed Construction Contracts by Customer

(Millions of yen)

	Full year						
	FY2014	FY2015	FY2016	FY2017	Change	% Change	FY2018 (Forecast)
The Kansai Electric Power Co., Inc.	63,452	68,470	62,061	60,471	(1,589)	(2.6)	60,000
The Kansai Electric Power Group	25,393	23,928	19,846	18,913	(933)	(4.7)	15,000
Others	359,430	310,963	334,385	331,318	(3,066)	(0.9)	340,000
(Public offices (Reissued))	19,705	10,561	15,185	14,643	(542)	(3.6)	—
Total	448,275	403,363	416,293	410,703	(5,589)	(1.3)	415,000

#### Sales of Completed Construction Contracts by Operation

Power Distribution Lining	57,521	61,678	56,390	55,251	(1,138)	(2.0)	55,000
Electrical	268,601	230,119	253,815	260,457	6,641	2.6	261,000
Information & Communications Network	59,579	47,030	43,420	40,447	(2,973)	(6.8)	42,000
Environmental Management Facilities	22,698	26,846	29,017	31,861	2,844	9.8	27,500
Electric Power & Others	39,875	37,689	33,649	22,684	(10,964)	(32.6)	29,500
Total	448,275	403,363	416,293	410,703	(5,589)	(1.3)	415,000

#### Renewal Construction (Excluding Power Distribution Lining)

Electrical	102,823	82,561	98,942	105,555	6,613	6.7	
Information & Communications Network	24,655	20,046	19,700	19,971	271	1.4	
Environmental Management Facilities	7,521	4,706	6,308	6,091	(217)	(3.4)	
Electric Power & Others	8,527	9,419	6,631	6,241	(390)	(5.9)	
Total	143,527	116,733	131,582	137,859	6,277	4.8	—

## 5. Business Overview (Non-Consolidated)

### Net Sales of Completed Construction Contracts

#### Sales of Completed Construction Contracts by Region

(Millions of yen)

		Full year						FY2018 (Forecast)
		FY2014	FY2015	FY2016	FY2017	Change	% Change	
Excluding Power Distribution Lining	Hokkaido and Tohoku	27,329	24,928	20,954	19,189	(1,765)	(8.4)	
	Kanto and Tokyo metropolitan area	113,273	94,964	101,352	98,406	(2,946)	(2.9)	
	Chubu	37,268	34,751	50,121	42,727	(7,394)	(14.8)	
	Kinki	164,215	140,188	142,971	146,386	3,415	2.4	
	Chugoku, Shikoku and Kyushu	43,355	40,547	41,087	44,019	2,932	7.1	
	Overseas	5,310	6,304	3,416	4,721	1,305	38.2	
	Power Distribution Lining	57,521	61,678	56,390	55,251	(1,138)	(2.0)	
Total		448,275	403,363	416,293	410,703	(5,589)	(1.3)	415,000

## 5. Business Overview (Non-Consolidated)

### Net Sales of Completed Construction Contracts by Operation

#### Power Distribution Lining

(Millions of yen)

	Full year						
	FY2014	FY2015	FY2016	FY2017	Change	% Change	FY2018 (Forecast)
The Kansai Electric Power Co., Inc.	47,069	48,761	52,269	52,323	54	0.1	51,500
Materials for Kansai Electric Power Construction	7,850	10,572	1,080	0	(1,080)	(100.0)	—
Other Power Distribution Lining	2,601	2,344	3,040	2,928	(112)	(3.7)	3,500
Total	57,521	61,678	56,390	55,251	(1,138)	(2.0)	55,000

- (Notes)
1. Since May 2015, materials corresponding to "Materials for Kansai Electric Power Construction" have been provided by the Kansai Electric Power Co., Inc., and have not been provided by the company since FY2017.
  2. Other Power Distribution Lining" includes C.C.Box and Information Box, NW-related construction of the Kansai Electric Power Co., Inc., electric water heater installation, NTT telegraph pole installation, and others.

#### Electrical (By Facility)

	Full year						
	FY2014	FY2015	FY2016	FY2017	Change	% Change	FY2018 (Forecast)
Office buildings	84,446	68,343	67,974	82,497	14,523	21.4	
Commercial and entertainment facilities	34,159	31,380	38,185	32,189	(5,996)	(15.7)	
Healthcare facilities	30,203	23,127	28,457	19,870	(8,587)	(30.2)	
Educational and cultural facilities	25,432	22,560	22,101	19,759	(2,342)	(10.6)	
Residences	7,494	5,785	4,761	3,893	(868)	(18.2)	
Factories	54,691	49,592	60,727	61,593	866	1.4	
Logistics facilities	17,241	13,222	17,914	23,560	5,646	31.5	
Others	10,761	11,467	9,096	10,814	1,718	18.9	
Interior constructions	4,169	4,639	4,597	6,277	1,680	36.5	
Total	268,601	230,119	253,815	260,457	6,641	2.6	261,000

## 5. Business Overview (Non-Consolidated)

### Net Sales of Completed Construction Contracts by Operation

#### Electrical (By Customer's Industry)

(Millions of yen)

	Full year						FY2018 (Forecast)
	FY2014	FY2015	FY2016	FY2017	Change	% Change	
Manufacturing	74,949	60,263	74,188	73,049	(1,139)	(1.5)	
Transport machines and equipment	12,230	10,784	13,207	13,545	338	2.6	
Electrical/precision machinery and instruments	12,201	11,805	12,072	11,290	(782)	(6.5)	
Food	9,129	7,136	5,535	8,690	3,155	57.0	
Chemical	6,096	4,810	5,679	7,605	1,926	33.9	
Pharmaceutical	6,949	5,786	9,880	7,080	(2,800)	(28.3)	
Other manufacturing	28,340	19,939	27,813	24,838	(2,975)	(10.7)	
Service	59,039	54,970	55,115	48,561	(6,554)	(11.9)	
Real estate	31,837	40,073	36,316	40,797	4,481	12.3	
Transportation and communication	29,602	17,162	17,055	19,886	2,831	16.6	
Commerce	22,842	16,702	16,561	22,385	5,824	35.2	
Others	50,329	40,946	54,577	55,776	1,199	2.2	
<b>Total</b>	<b>268,601</b>	<b>230,119</b>	<b>253,815</b>	<b>260,457</b>	<b>6,641</b>	<b>2.6</b>	<b>261,000</b>

#### Information & Communications Network

	Full year						FY2018 (Forecast)
	FY2014	FY2015	FY2016	FY2017	Change	% Change	
Instrumentation	5,010	4,791	5,050	6,144	1,094	21.7	6,000
LAN and others	6,916	4,789	5,979	5,249	(730)	(12.2)	4,000
Local area network total	11,927	9,580	11,029	11,394	365	3.3	10,000
Business communication networks by the Kansai Electric Power Co., Inc.	1,844	1,726	1,817	1,772	(45)	(2.5)	1,500
Excluding the Kansai Electric Power Co., Inc.							
FTTH and others	21,178	20,216	18,455	16,209	(2,246)	(12.2)	15,000
Mobile phone and others	20,032	11,626	8,605	6,485	(2,120)	(24.6)	7,200
CATV	3,440	2,233	2,405	3,474	1,069	44.4	3,800
Others	1,156	1,646	1,105	1,109	4	0.4	4,500
Broadband network total	47,652	37,449	32,390	29,053	(3,337)	(10.3)	32,000
<b>Total</b>	<b>59,579</b>	<b>47,030</b>	<b>43,420</b>	<b>40,447</b>	<b>(2,973)</b>	<b>(6.8)</b>	<b>42,000</b>

## 5. Business Overview (Non-Consolidated)

### Net Sales of Completed Contracts by Operation

#### Environmental Management Facilities (By Facility)

(Millions of yen)

	Full year						FY2018 (Forecast)
	FY2014	FY2015	FY2016	FY2017	Change	% Change	
Office buildings	4,508	4,690	3,527	3,396	(131)	(3.7)	
Commercial and entertainment facilities	5,895	6,717	9,503	11,406	1,903	20.0	
Healthcare facilities	3,263	6,200	4,681	5,402	721	15.4	
Educational and cultural facilities	2,753	2,841	3,752	3,525	(227)	(6.1)	
Residences	2,302	2,308	1,952	1,528	(424)	(21.7)	
Factories	2,660	2,491	3,484	3,221	(263)	(7.5)	
Logistics facilities	773	1,220	1,522	1,944	422	27.7	
Others	538	375	593	1,436	843	142.2	
<b>Total</b>	<b>22,698</b>	<b>26,846</b>	<b>29,017</b>	<b>31,861</b>	<b>2,844</b>	<b>9.8</b>	<b>27,500</b>

#### Electric Power & Others

	Full year						FY2018 (Forecast)
	FY2014	FY2015	FY2016	FY2017	Change	% Change	
Overhead power lining	3,153	3,770	3,245	2,740	(505)	(15.6)	3,300
Underground power lining	1,390	1,568	2,086	2,205	119	5.7	2,200
Power plants and substations	34,709	30,730	27,126	16,605	(10,521)	(38.8)	23,400
Others	620	1,620	1,190	1,132	(58)	(4.9)	600
<b>Total</b>	<b>39,875</b>	<b>37,689</b>	<b>33,649</b>	<b>22,684</b>	<b>(10,964)</b>	<b>(32.6)</b>	<b>29,500</b>
The Kansai Electric Power Co., Inc.	6,281	7,043	6,232	5,576	(656)	(10.5)	7,300
Others	33,594	30,646	27,417	17,108	(10,309)	(37.6)	22,200



## 5. Business Overview (Non-Consolidated)

### Selling, General and Administrative Expenses

(Millions of yen)

	Full year				
	FY2016	FY2017	Change	% Change	FY2018 (Forecast)
Personnel expenses	25,930	26,539	608	2.3	26,800
Fixed assets expenses	6,189	6,682	492	7.9	7,400
Other expenses	7,179	7,676	496	6.9	8,300
Total	39,299	40,897	1,598	4.1	42,500
R&D expenses (Reissued)	450	463	13	2.9	500

### Number of Employees

	Full year				
	FY2016	FY2017	Change	% Change	FY2018 (Forecast)
Number of Employees	7,338	7,482	144	2.0	7,600

## 6. Shareholders

		FY2016			FY2017		
Number of shareholders by type and shareholding ratio at the end of term	Shareholders	Number of shareholders		Shareholding ratio	Number of shareholders		Shareholding ratio
	Individuals	8,282	93.7%	18.1%	8,133	94.0%	17.9%
	Corporations	252	2.9%	58.8%	235	2.7%	56.9%
	Foreigners	302	3.4%	23.1%	285	3.3%	25.2%
	Total	8,836	100.0%	100.0%	8,653	100.0%	100.0%
Major shareholders	①	The Kansai Electric Power Co., Inc.		27.0	The Kansai Electric Power Co., Inc.		27.0
	②	The Kanden Fudosan Co., Ltd.		6.7	The Kanden Realty & Development Co., Ltd.		6.7
	③	Japan Trustee Services Bank, Ltd. (Account in Trust)		4.2	Japan Trustee Services Bank, Ltd. (Account in Trust)		4.4
	④	Employee Stock Ownership Plan		4.1	Employee Stock Ownership Plan		4.1
	⑤	The Master Trust Bank of Japan, Ltd. (Account in Trust)		3.6	The Master Trust Bank of Japan, Ltd. (Account in Trust)		3.6
	⑥	Japan Trustee Services Bank, Ltd. (Account in Trust 9)		1.6	NORTHERN TRUST CO.(AVFC)RE SILCHESTER INTERNATIONAL INVESTORS INTERNATIONAL VALUE EQUITY TRUST		2.0
	⑦	STATE STREET BANK AND TRUST COMPANY 505001		1.3	STATE STREET BANK AND TRUST COMPANY 505001		1.3
	⑧	Trust & Custody Services Bank, Ltd. (Account in Securities Investment Trust)		1.2	Japan Trustee Services Bank, Ltd. (Account in Trust 5)		1.3
	⑨	CHASE MANHATTAN BANK GTS CLIENTS ACCOUNT ESCROW		1.2	NORTHERN TRUST CO. (AVFC) RE U.S.TAX EXEMPTED PENSION FUNDS		1.2
	⑩	CBNY-GOVERNMENT OF NORWAY		1.1	Japan Trustee Services Bank, Ltd. (Account in Trust 9)		1.0

Notes: 1. "Individuals' shareholding ratio" includes treasury stock. The ratio excluding treasury stock is 17.4% (at the end of FY2017).

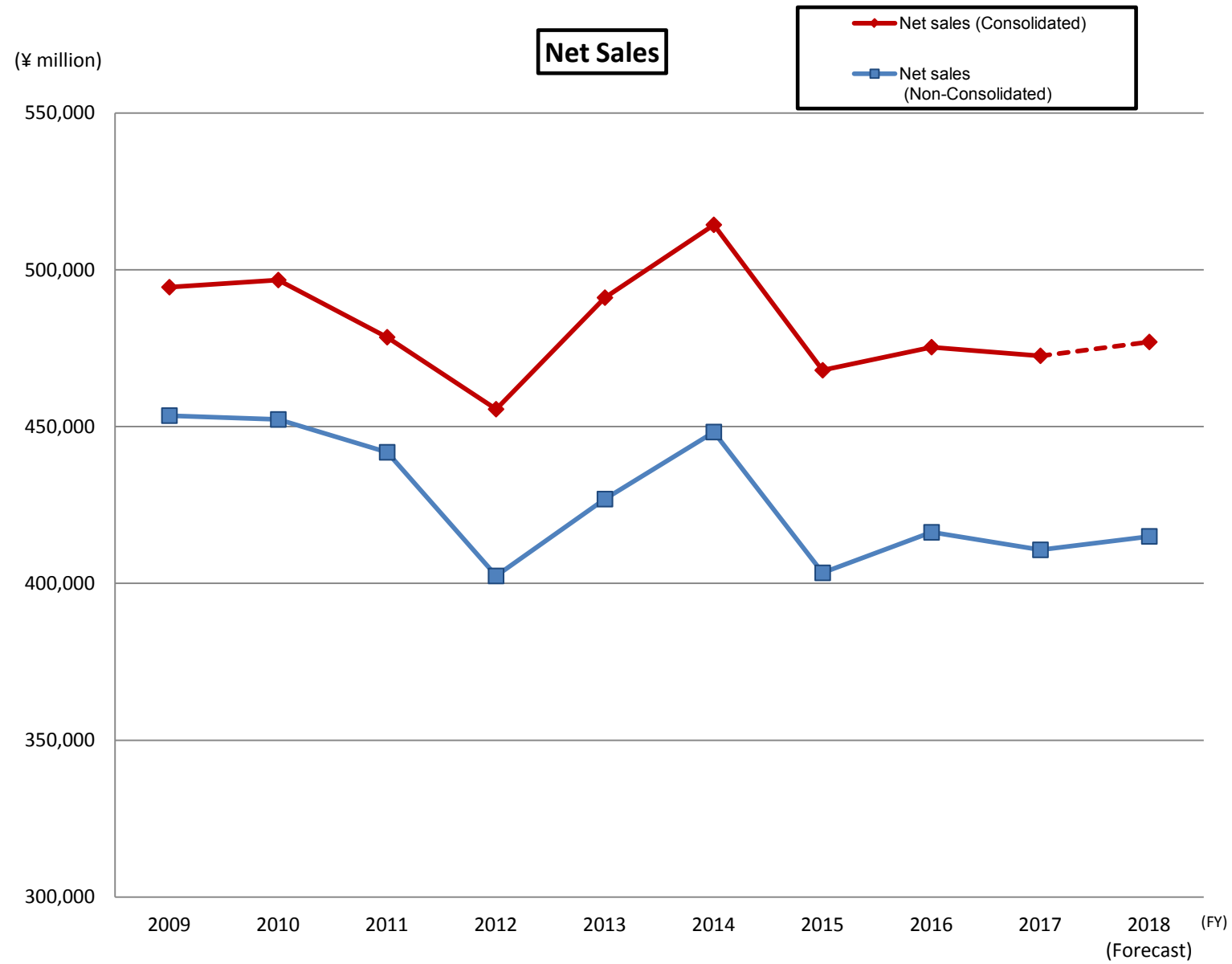
2. Shareholding ratio relates the ratio of number of shares outstanding.

3. Treasury stock is excluded from the above major shareholders.

## 7. Cash Dividends and Others (Non-Consolidated)

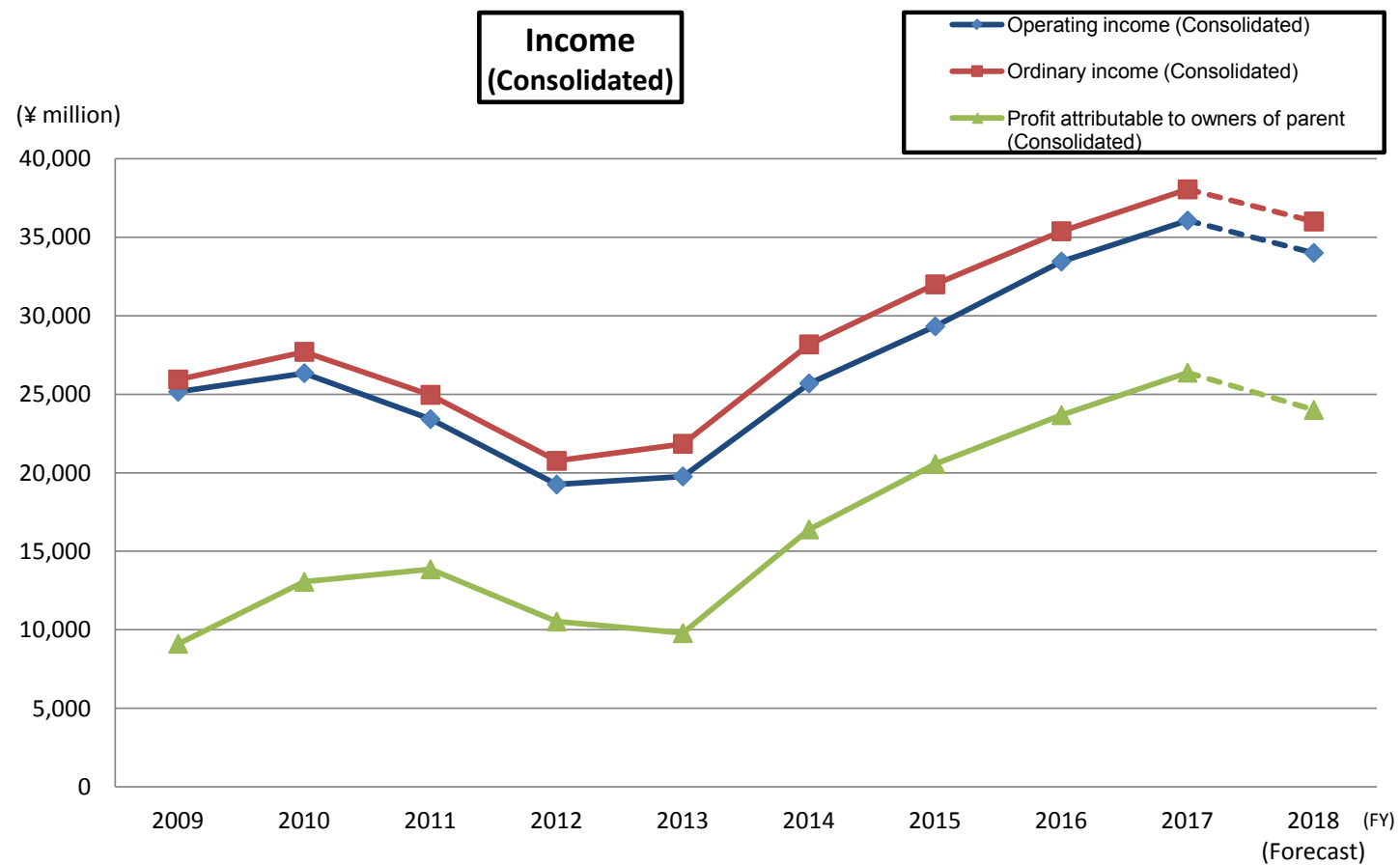
		FY2016		FY2017		FY2018 (Forecast)	
Net income per share (Yen)		106.72		102.18		96.79	
Cash dividends per share (Yen)	Total	24.00		26.00		26.00	
	Interim   Year-end	10.00	14.00	12.00	14.00	13.00	13.00
Total cash dividends (Millions of yen)		5,207		5,640		5,640	
Payout ratio (%)		22.5		25.4		26.9	
ROE (%)		6.5		6.0		5.4	

8. Business Results



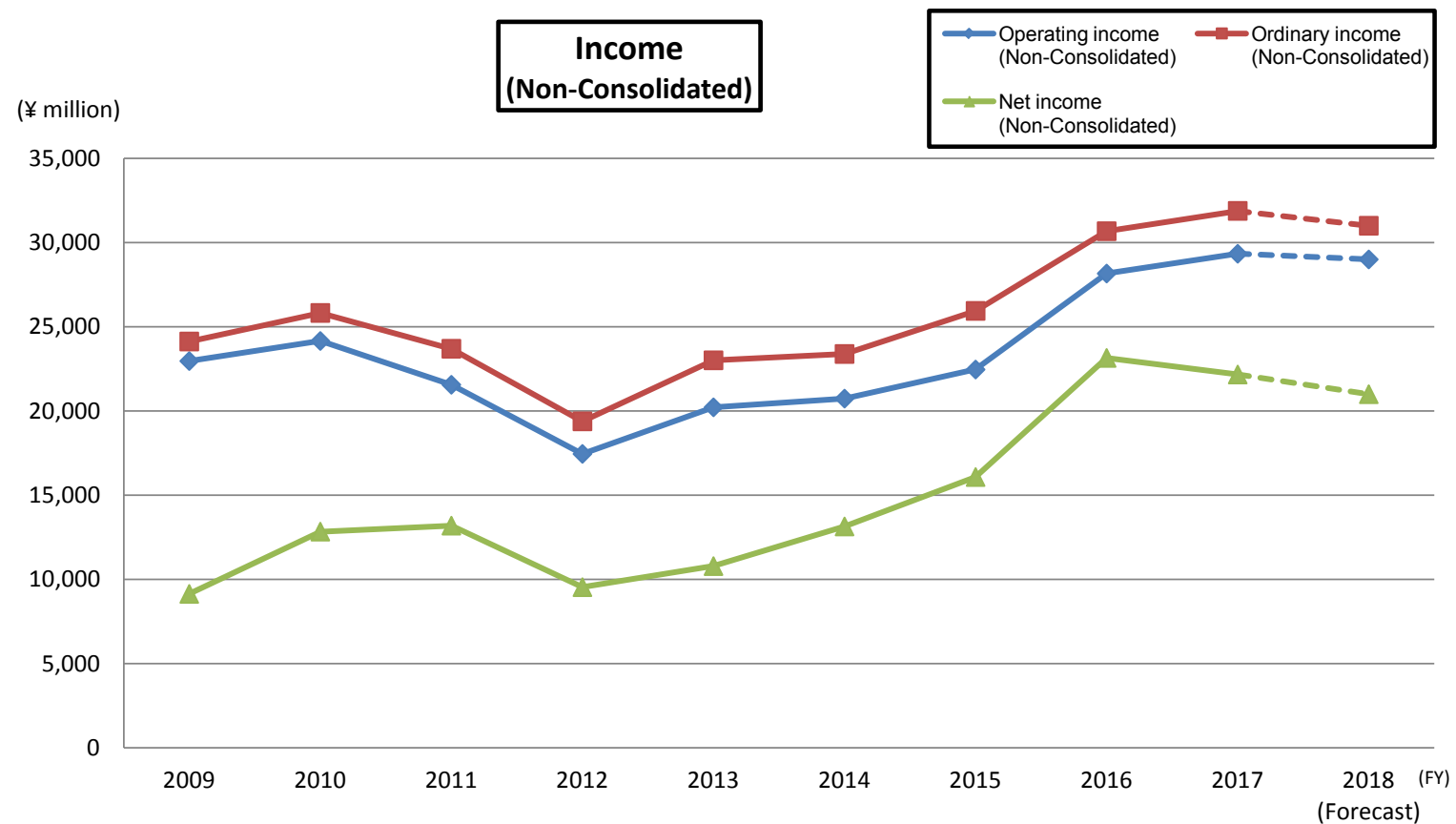
FY		2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 (Forecast)
Net sales	Net sales (Consolidated)	494,473	496,751	478,516	455,563	491,140	514,357	467,972	475,345	472,591	477,000
	Net sales (Non-Consolidated)	453,512	452,286	441,815	402,381	426,889	448,275	403,363	416,293	410,703	415,000

## 8. Business Results



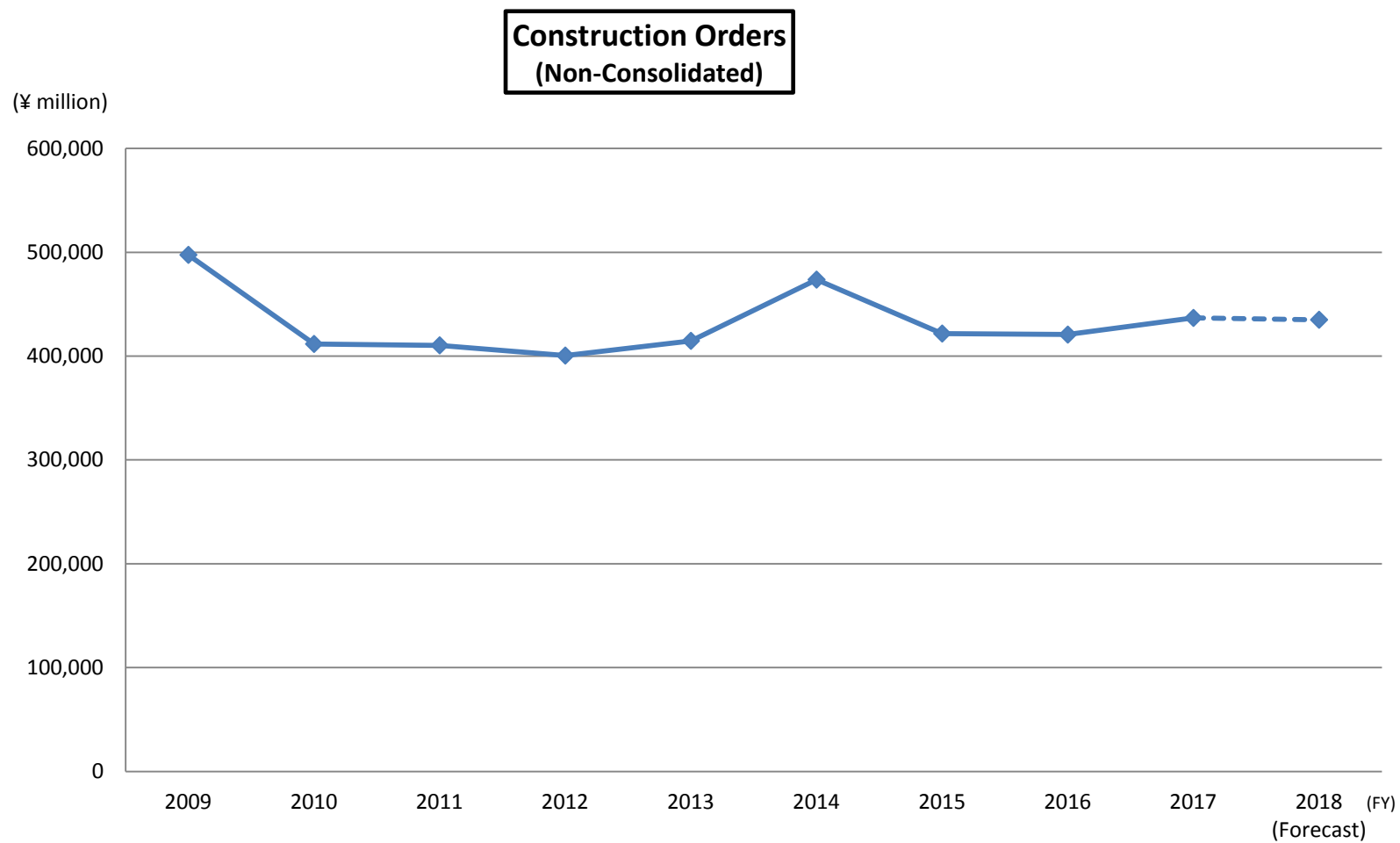
FY	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 (Forecast)
Operating income (Consolidated)	25,156	26,341	23,413	19,251	19,767	25,691	29,325	33,450	36,062	34,000
Ordinary income (Consolidated)	25,939	27,699	24,961	20,758	21,843	28,174	31,996	35,378	38,046	36,000
Profit attributable to owners of parent (Consolidated)	9,112	13,055	13,852	10,527	9,791	16,393	20,552	23,669	26,375	24,000

## 8. Business Results



FY	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 (Forecast)
Operating income (Non-Consolidated)	22,967	24,159	21,559	17,455	20,220	20,738	22,464	28,163	29,336	29,000
Ordinary income (Non-Consolidated)	24,128	25,823	23,697	19,387	23,011	23,387	25,945	30,676	31,882	31,000
Net income (Non-Consolidated)	9,144	12,841	13,196	9,543	10,794	13,148	16,083	23,154	22,169	21,000

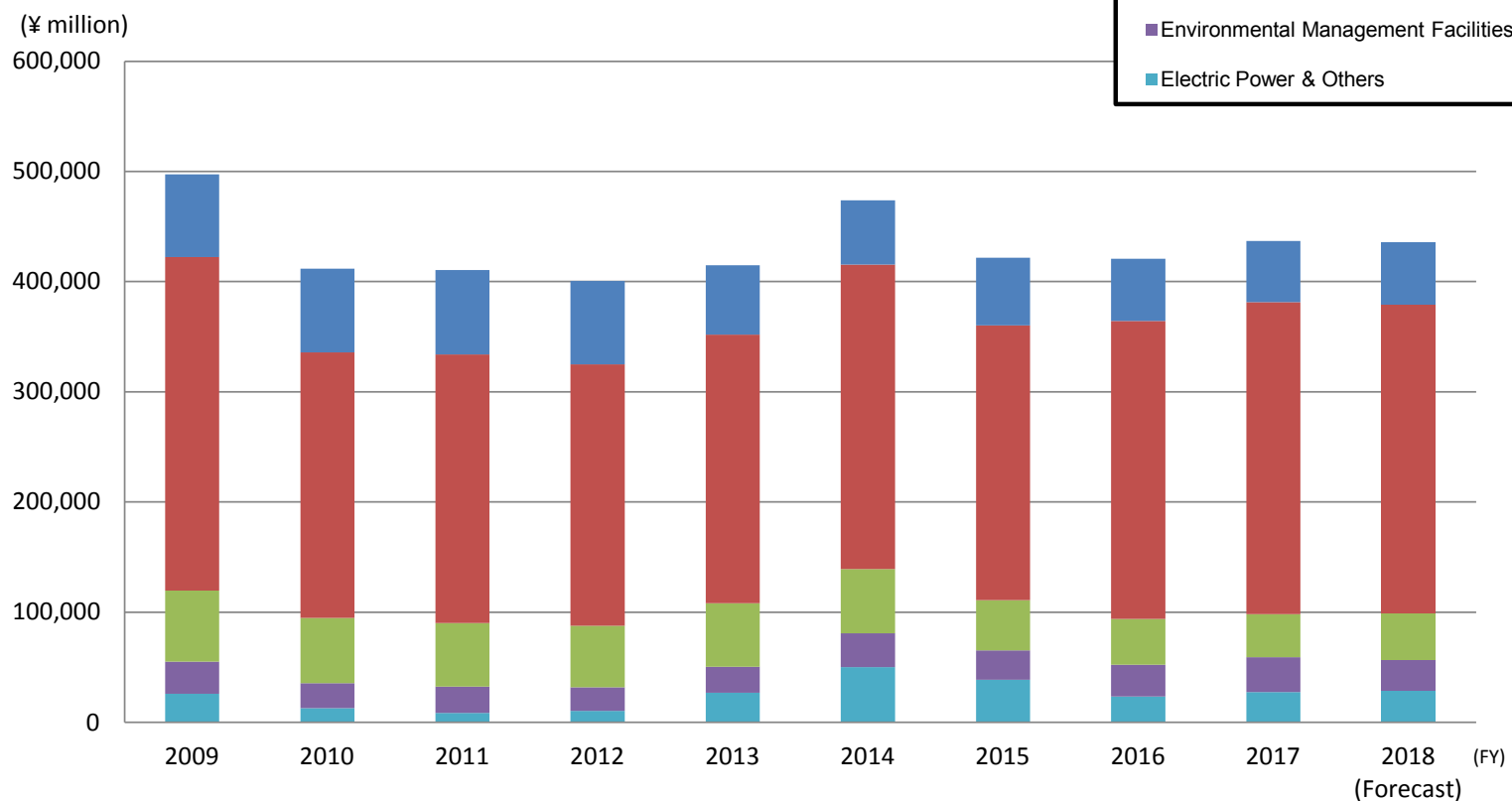
8. Business Results



FY	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 (Forecast)
Construction orders (Non-consolidated)	497,496	411,715	410,369	400,520	414,704	473,659	421,731	420,716	436,775	435,000

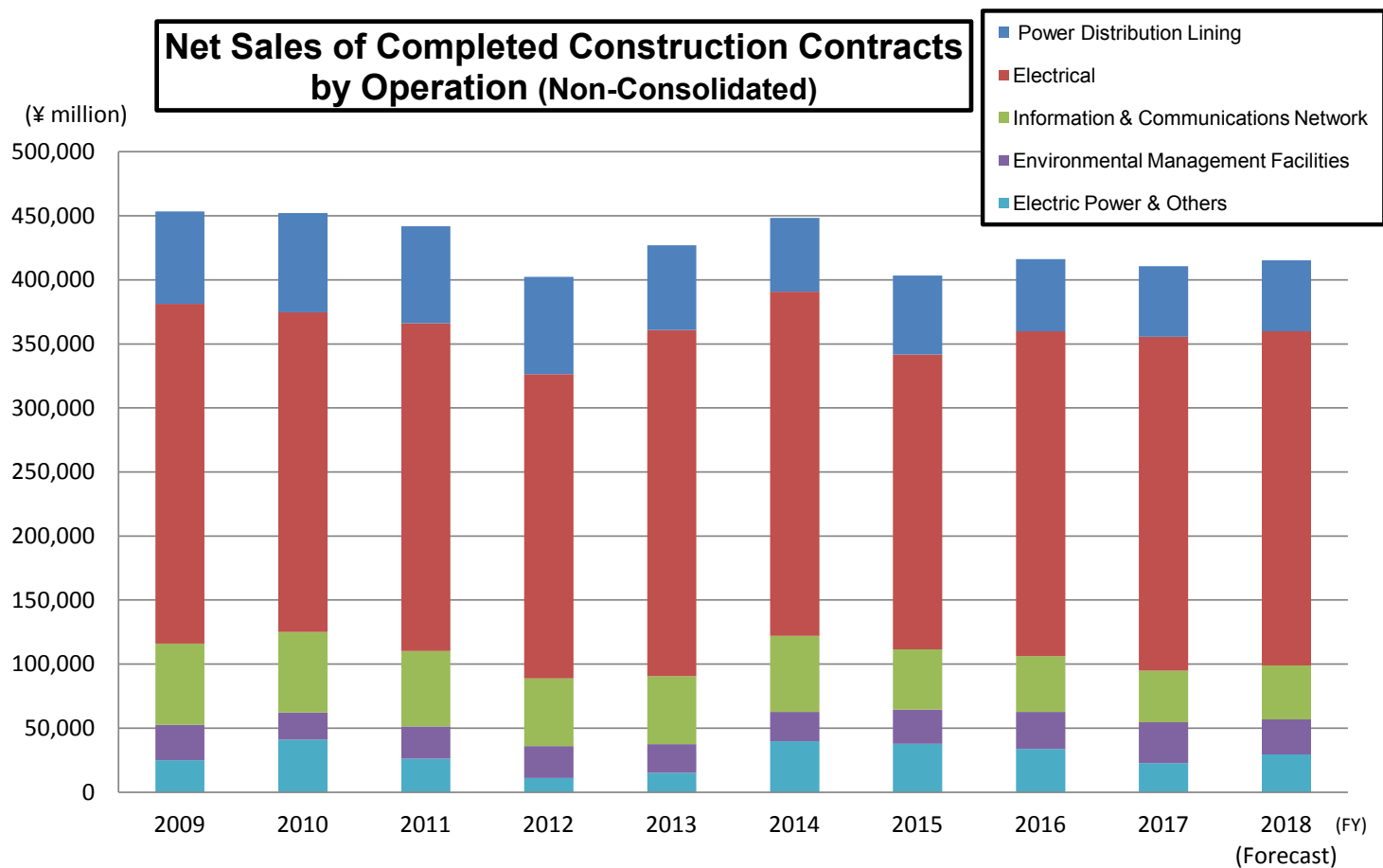
## 8. Business Results

**Construction Orders by Operation  
(Non-Consolidated)**



FY	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 (Forecast)
Power Distribution Lining	75,139	75,814	76,367	75,593	62,817	58,063	61,352	56,473	55,278	56,000
Electrical	302,895	241,100	243,895	237,154	243,862	276,339	249,299	270,314	283,132	280,000
Information & Communications Network	64,342	59,084	57,647	55,827	57,545	58,290	45,862	41,684	39,252	42,500
Environmental Management Facilities	29,095	22,791	23,788	21,403	23,564	30,916	26,419	28,799	31,474	27,500
Electric Power & Others	26,023	12,924	8,669	10,541	26,914	50,049	38,797	23,444	27,636	29,000
<b>Total</b>	<b>497,496</b>	<b>411,715</b>	<b>410,369</b>	<b>400,520</b>	<b>414,704</b>	<b>473,659</b>	<b>421,731</b>	<b>420,716</b>	<b>436,775</b>	<b>435,000</b>

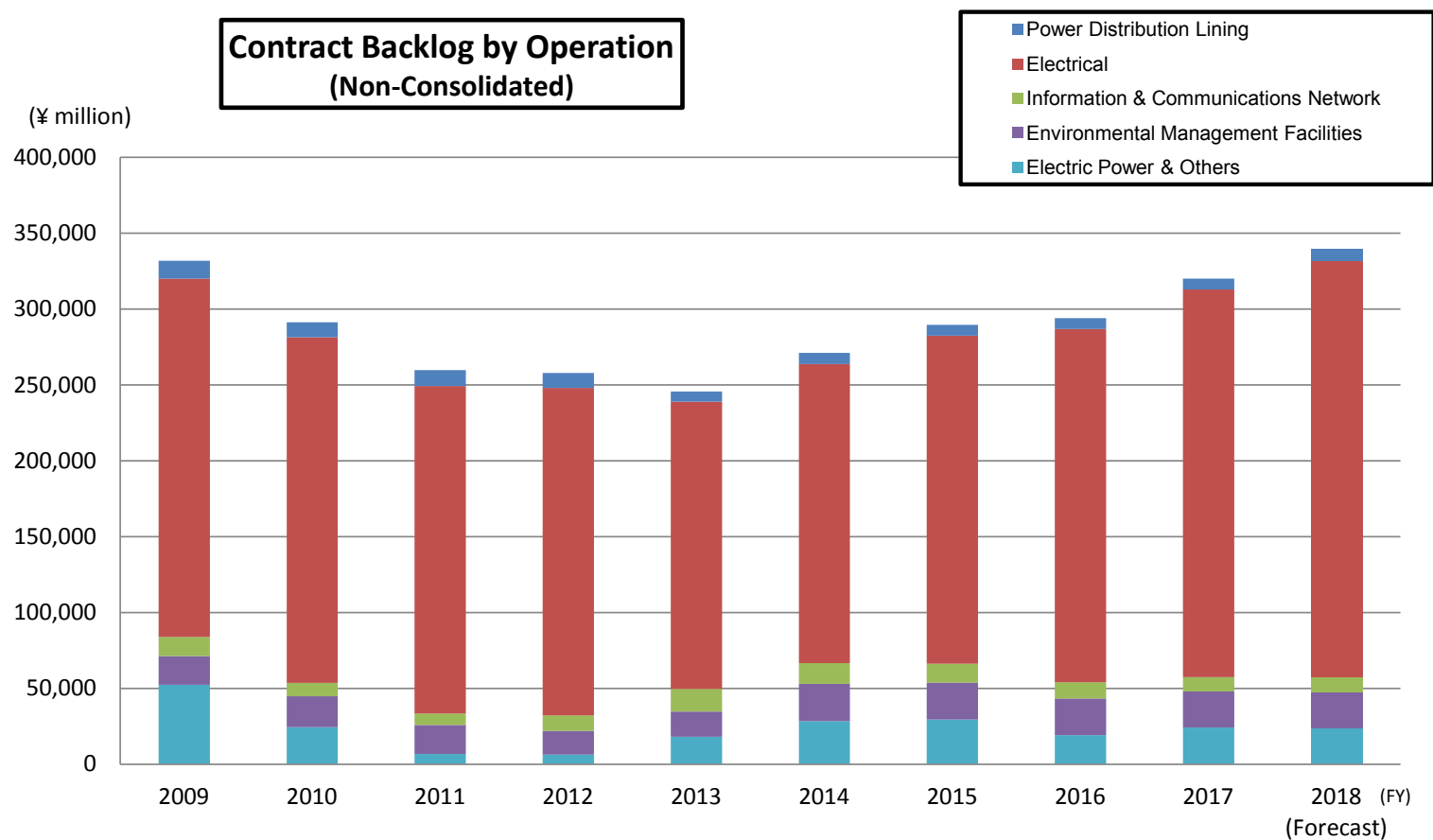
## 8. Business Results



FY	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 (Forecast)
Power Distribution Lining	72,307	77,601	75,769	76,124	65,973	57,521	61,678	56,390	55,251	55,000
Electrical	265,081	249,584	255,756	237,287	270,340	268,601	230,119	253,815	260,457	261,000
Information & Communications Network	63,445	62,818	58,869	53,035	52,963	59,579	47,030	43,420	40,447	42,000
Environmental Management Facilities	27,652	21,320	25,301	24,814	22,566	22,698	26,846	29,017	31,861	27,500
Electric Power & Others	25,025	40,961	26,118	11,120	15,045	39,875	37,689	33,649	22,684	29,500
<b>Total</b>	<b>453,512</b>	<b>452,286</b>	<b>441,815</b>	<b>402,381</b>	<b>426,889</b>	<b>448,275</b>	<b>403,363</b>	<b>416,293</b>	<b>410,703</b>	<b>415,000</b>

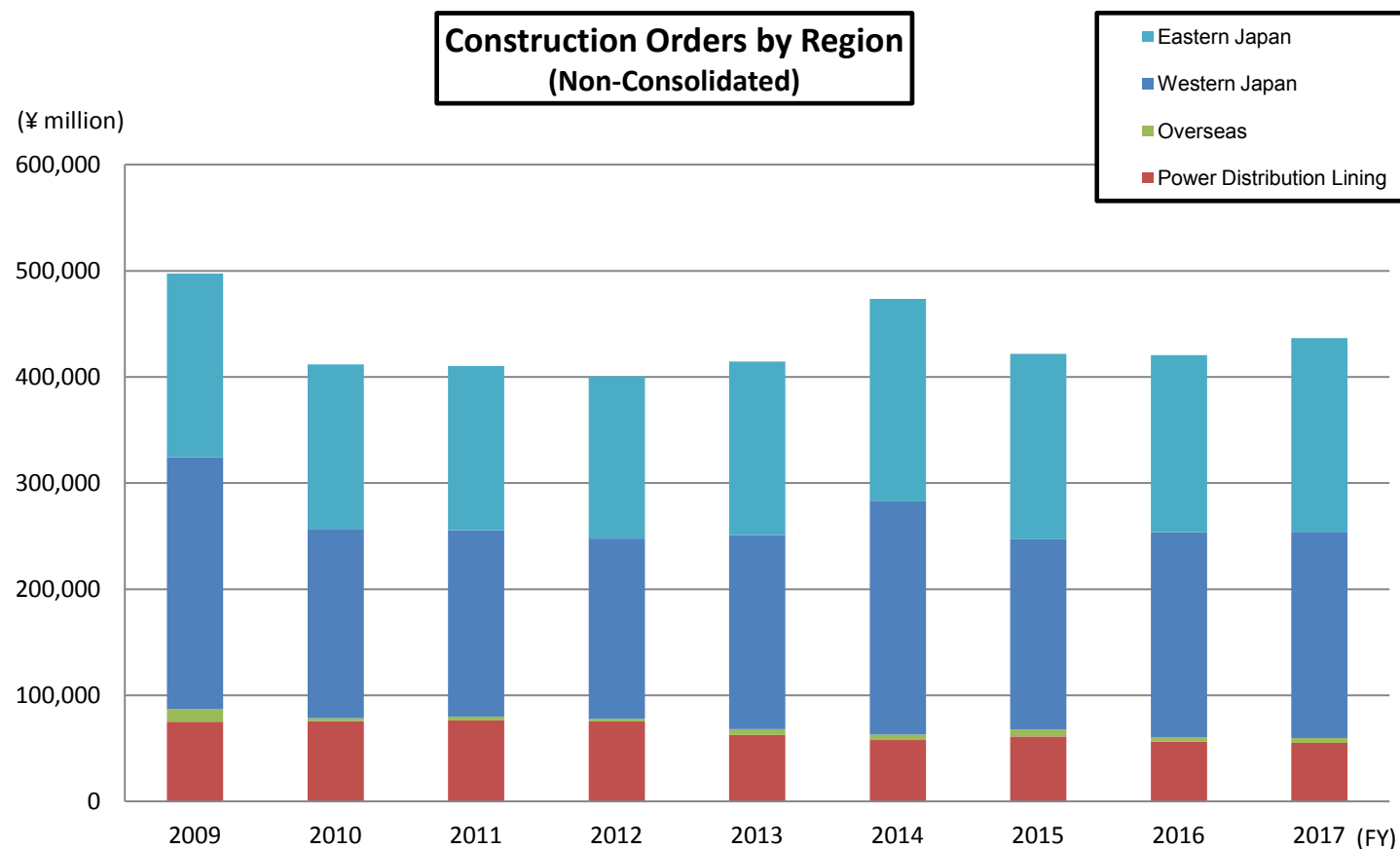


## 8. Business Results



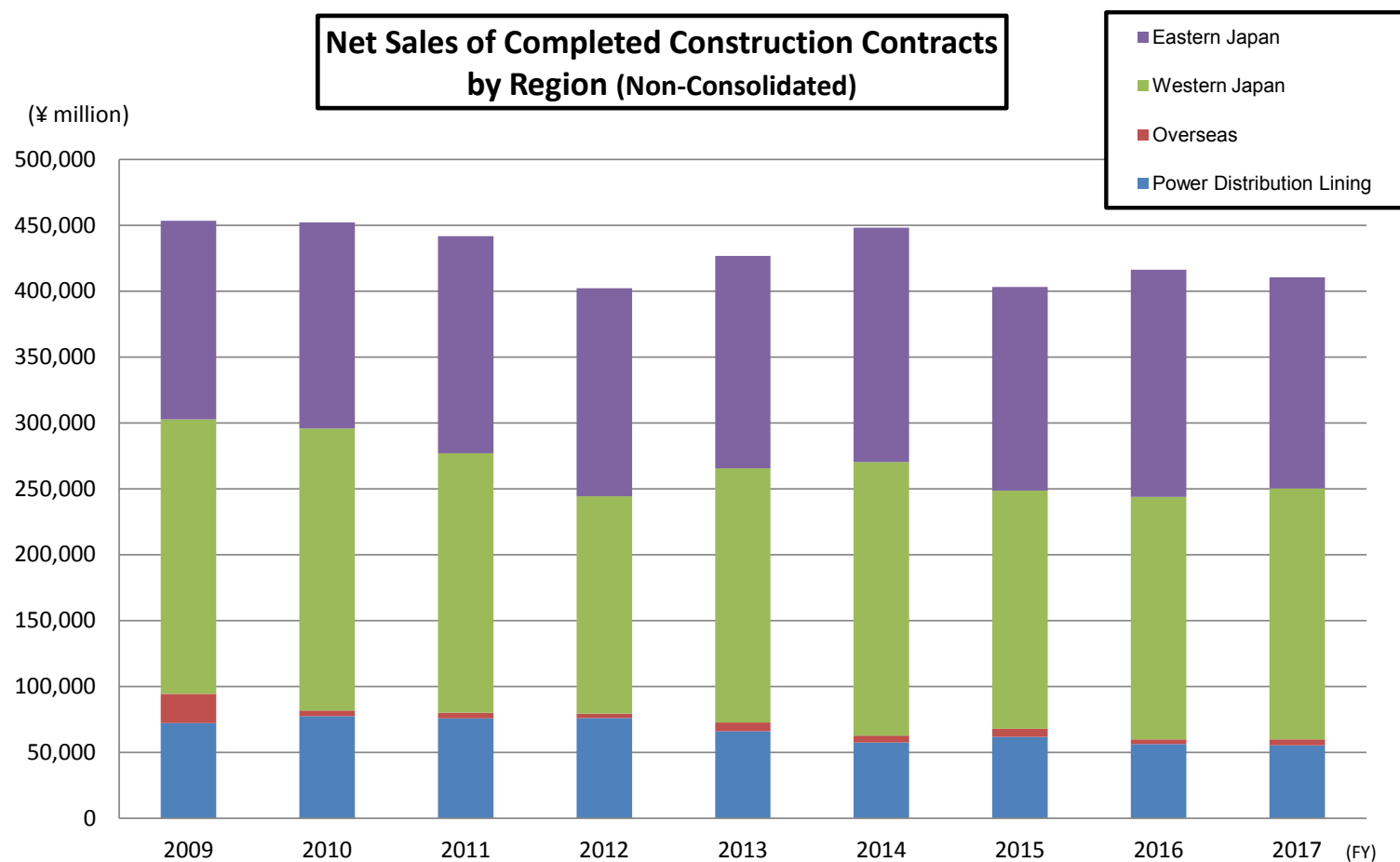
FY	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 (FY Forecast)
Power Distribution Lining	11,679	9,892	10,491	9,961	6,804	7,346	7,020	7,103	7,130	8,100
Electrical	236,276	227,793	215,932	215,799	189,322	197,060	216,240	232,740	255,416	274,400
Information & Communications Network	12,556	8,821	7,599	10,392	14,974	13,685	12,517	10,781	9,587	10,100
Environmental Management Facilities	18,960	20,431	18,918	15,507	16,504	24,722	24,295	24,076	23,689	23,700
Electric Power & Others	52,390	24,353	6,903	6,324	18,193	28,367	29,476	19,271	24,222	23,700
<b>Total</b>	<b>331,864</b>	<b>291,292</b>	<b>259,846</b>	<b>257,984</b>	<b>245,799</b>	<b>271,183</b>	<b>289,551</b>	<b>293,974</b>	<b>320,046</b>	<b>340,000</b>

## 8. Business Results



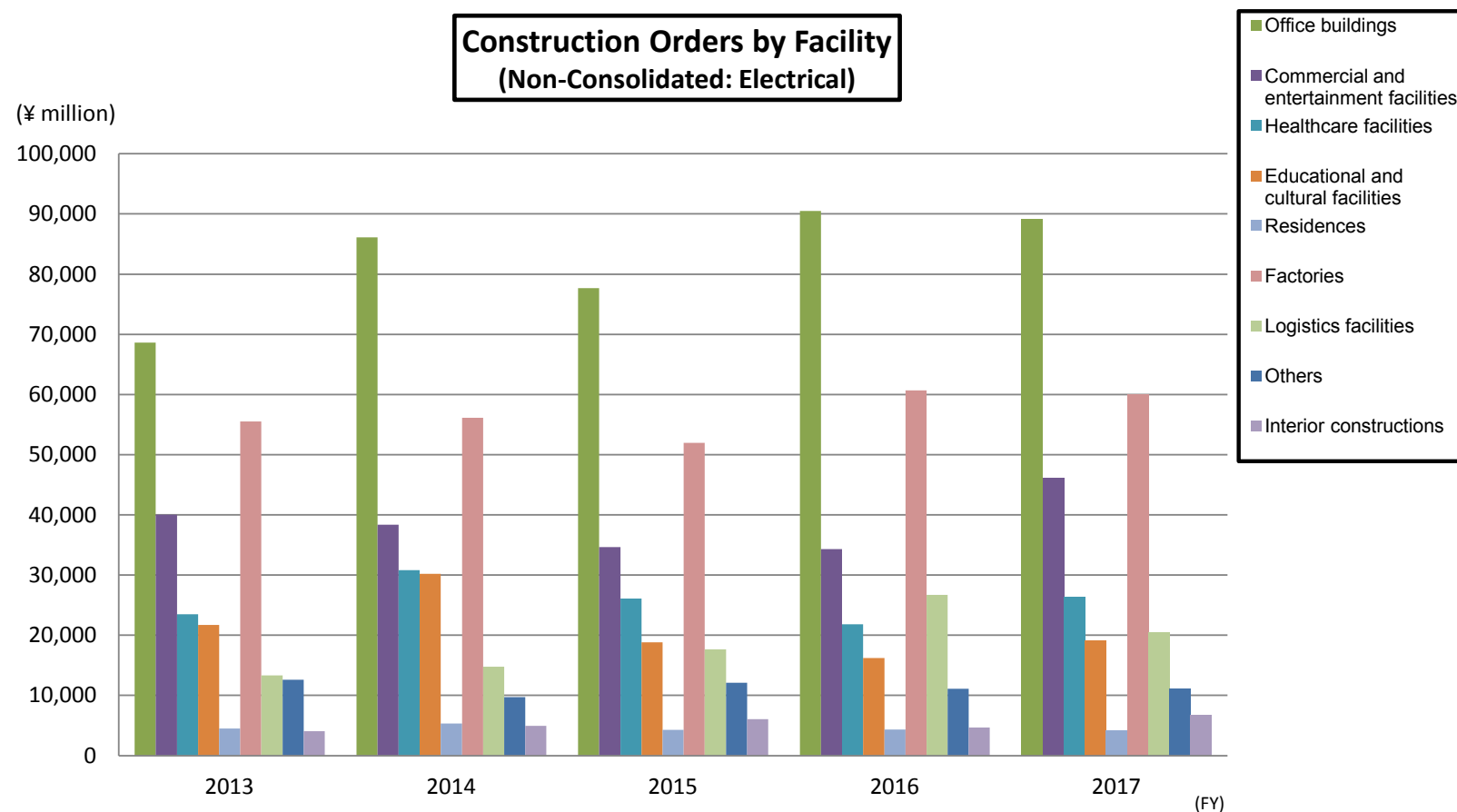
FY	2009	2010	2011	2012	2013	2014	2015	2016	2017
Eastern Japan	173,164	154,903	154,610	152,853	163,491	190,812	174,441	166,987	182,723
Western Japan	236,938	178,296	175,577	169,729	182,995	219,916	179,480	193,340	194,312
Overseas	12,253	2,700	3,813	2,343	5,399	4,867	6,456	3,913	4,459
Power Distribution Lining	75,139	75,814	76,367	75,593	62,817	58,063	61,352	56,473	55,278
Total	497,496	411,715	410,369	400,520	414,704	473,659	421,731	420,716	436,775

## 8. Business Results



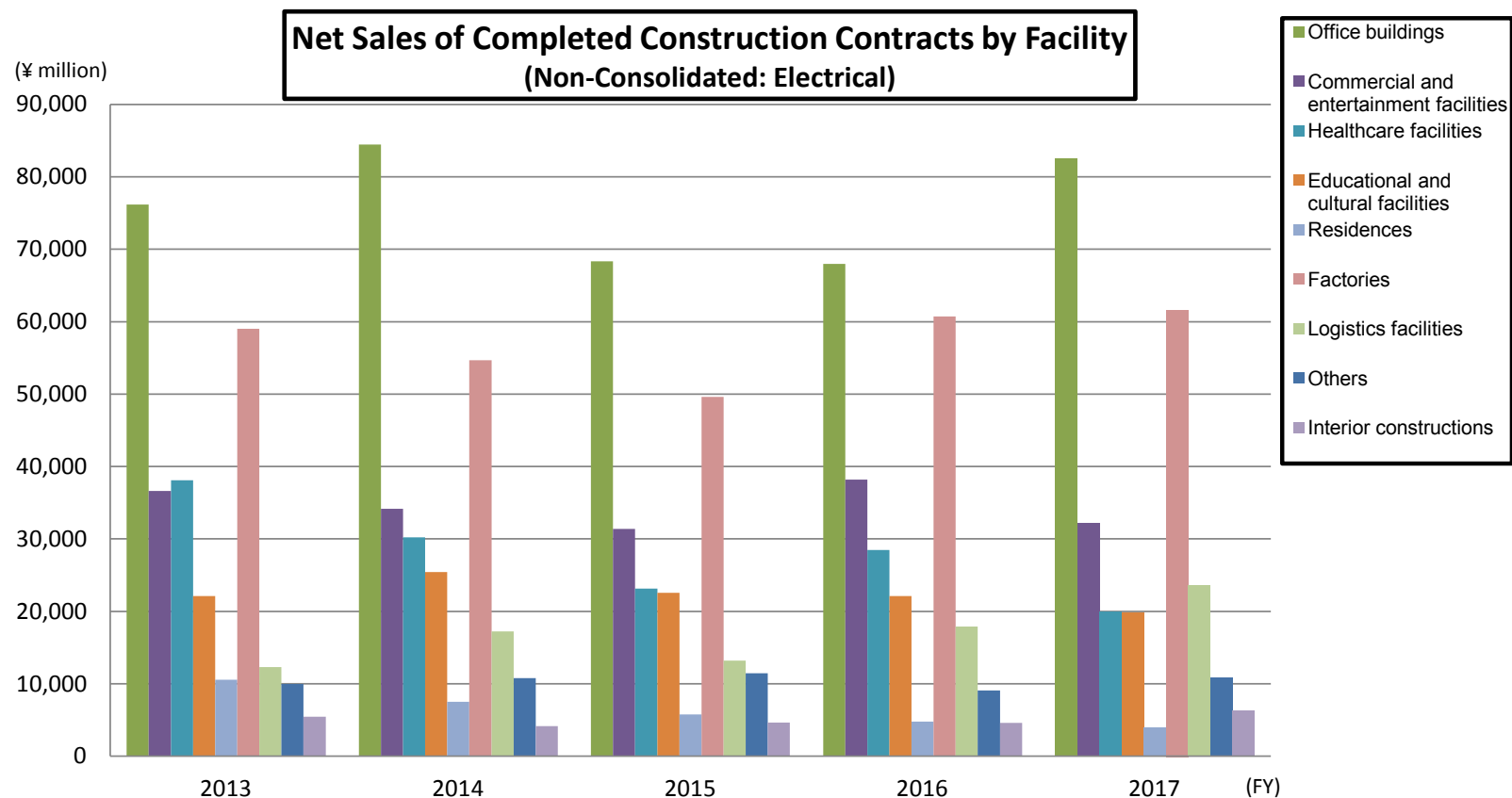
FY	2009	2010	2011	2012	2013	2014	2015	2016	2017
Eastern Japan	150,804	156,397	164,801	157,874	161,233	177,872	154,644	172,427	160,322
Western Japan	208,324	214,083	196,873	165,154	192,870	207,571	180,736	184,058	190,405
Overseas	22,075	4,203	4,370	3,228	6,812	5,310	6,304	3,416	4,721
Power Distribution Lining	72,307	77,601	75,769	76,124	65,973	57,521	61,678	56,390	55,251
Total	453,512	452,286	441,815	402,381	426,889	448,275	403,363	416,293	410,703

## 8. Business Results



FY	2013	2014	2015	2016	2017
Office buildings	68,615	86,112	77,675	90,487	89,144
Commercial and entertainment facilities	40,033	38,372	34,618	34,329	46,109
Healthcare facilities	23,491	30,793	26,104	21,811	26,319
Educational and cultural facilities	21,684	30,192	18,819	16,233	19,098
Residences	4,524	5,332	4,291	4,348	4,175
Factories	55,510	56,133	51,991	60,662	59,969
Logistics facilities	13,332	14,765	17,646	26,714	20,569
Others	12,623	9,705	12,085	11,080	11,037
Interior constructions	4,047	4,931	6,065	4,646	6,707
Total	243,862	276,339	249,299	270,314	283,132

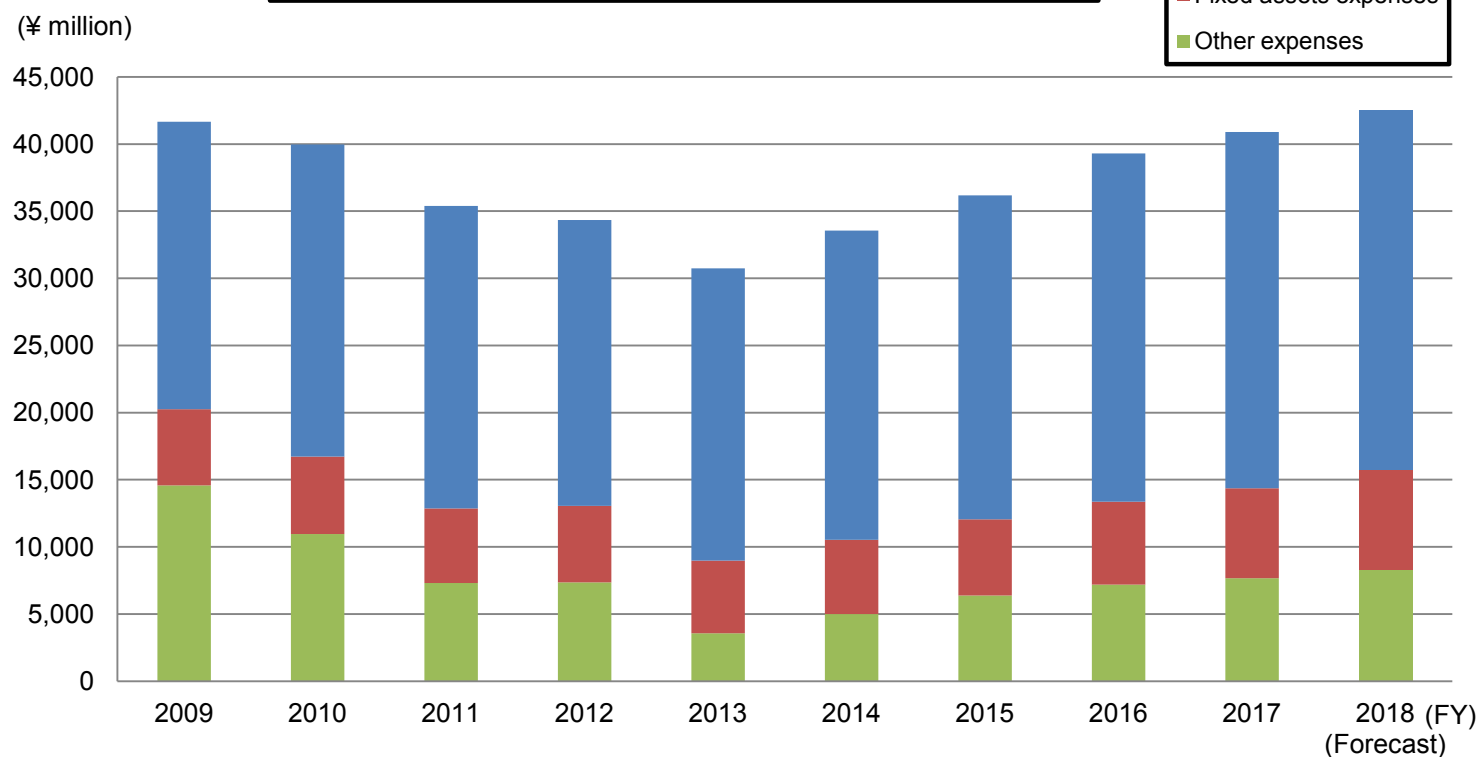
## 8. Business Results



FY	2013	2014	2015	2016	2017
Office buildings	76,171	84,446	68,343	67,974	82,497
Commercial and entertainment facilities	36,608	34,159	31,380	38,185	32,189
Healthcare facilities	38,079	30,203	23,127	28,457	19,870
Educational and cultural facilities	22,122	25,432	22,560	22,101	19,759
Residences	10,578	7,494	5,785	4,761	3,893
Factories	59,013	54,691	49,592	60,727	61,593
Logistics facilities	12,310	17,241	13,222	17,914	23,560
Others	9,985	10,761	11,467	9,096	10,814
Interior constructions	5,469	4,169	4,639	4,597	6,277
Total	270,340	268,601	230,119	253,815	260,457

8. Business Results

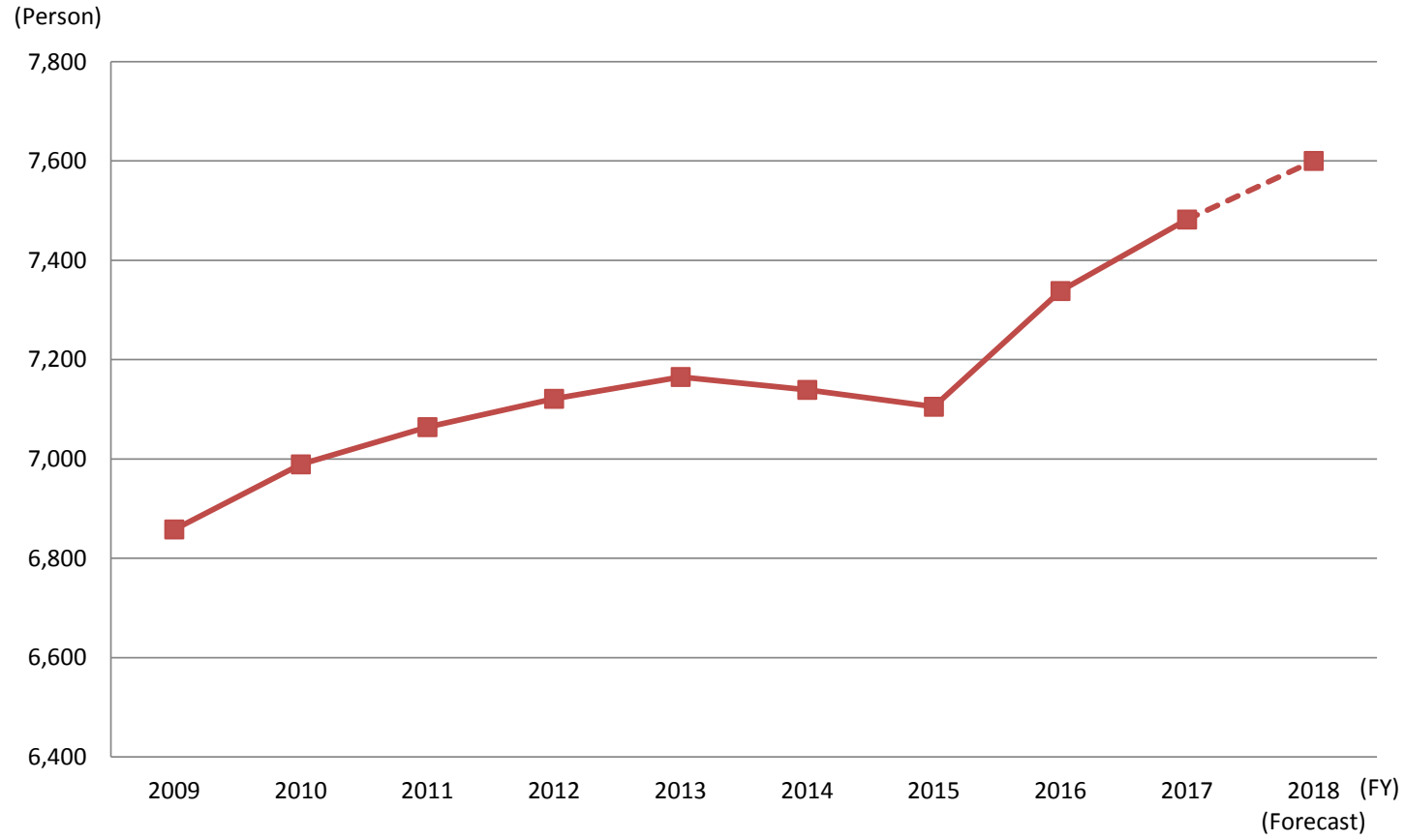
**Selling, General and Administrative Expenses  
(Non-Consolidated)**



FY	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 (Forecast)
Personnel expenses	21,402	23,227	22,537	21,283	21,775	23,025	24,122	25,930	26,539	26,800
Fixed assets expenses	5,665	5,773	5,559	5,710	5,411	5,540	5,660	6,189	6,682	7,400
Other expenses	14,583	10,959	7,300	7,354	3,562	4,985	6,389	7,179	7,676	8,300
<b>Total</b>	<b>41,650</b>	<b>39,960</b>	<b>35,397</b>	<b>34,348</b>	<b>30,749</b>	<b>33,550</b>	<b>36,172</b>	<b>39,299</b>	<b>40,897</b>	<b>42,500</b>

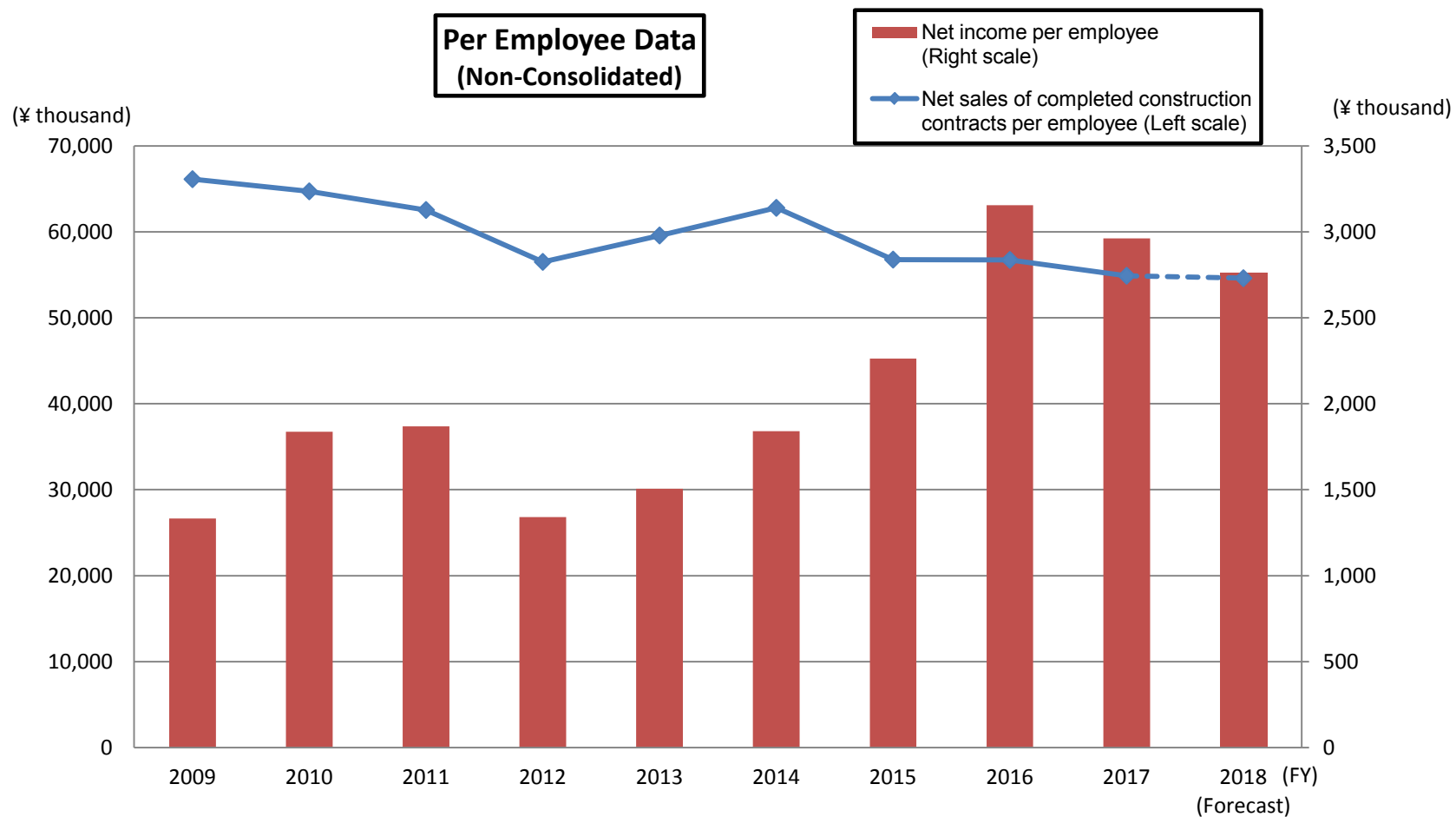
8. Business Results

**Number of Employees  
(Non-Consolidated)**



FY	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 (Forecast)
Number of employees	6,858	6,989	7,064	7,121	7,165	7,139	7,105	7,338	7,482	7,600

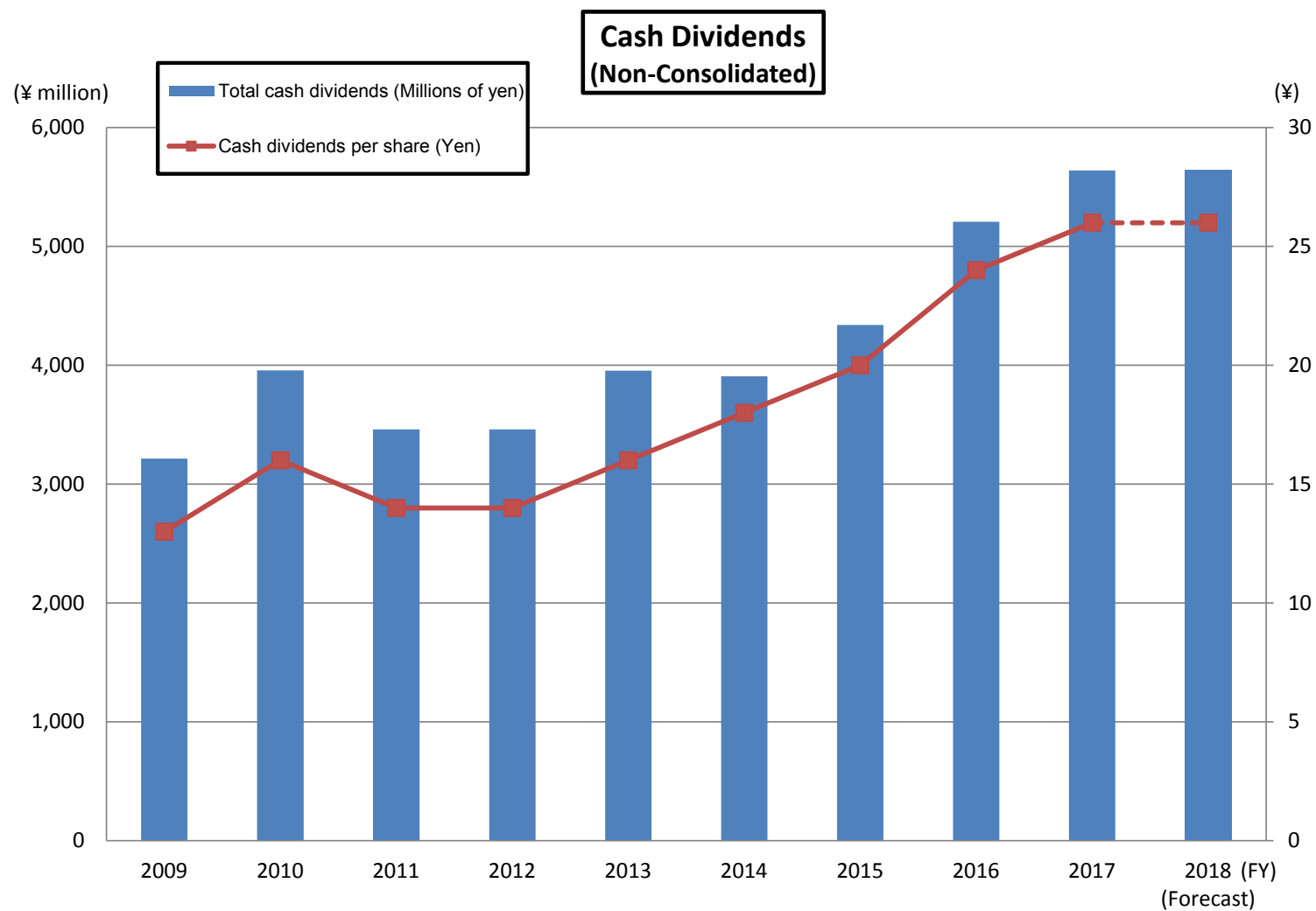
## 8. Business Results



FY	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 (Forecast)
Net sales of completed construction contracts per employee (Left scale)	66,128	64,713	62,544	56,506	59,579	62,792	56,771	56,731	54,892	54,605
Net income per employee (Right scale)	1,333	1,837	1,868	1,340	1,506	1,841	2,263	3,155	2,962	2,763

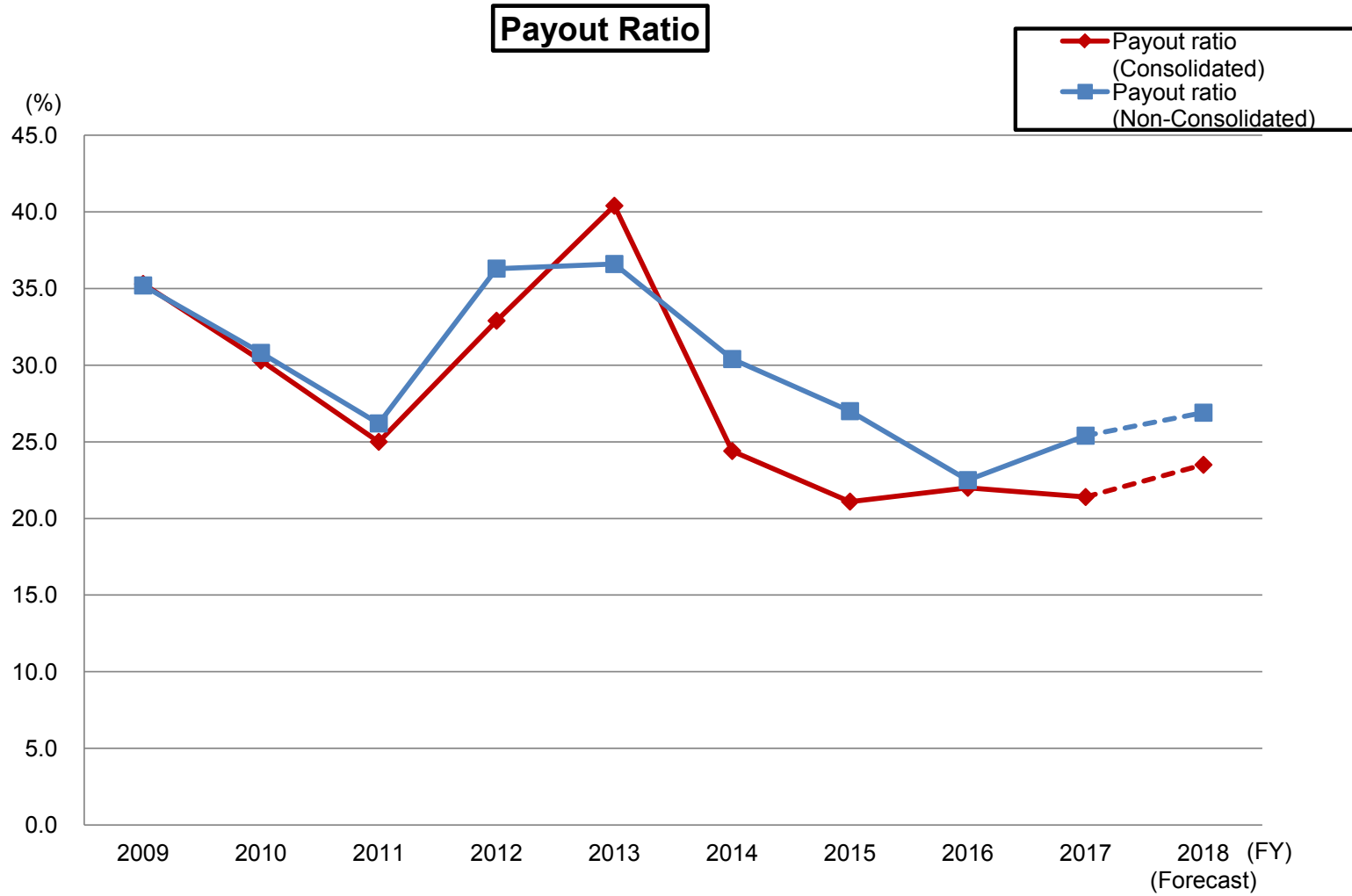


## 8. Business Results



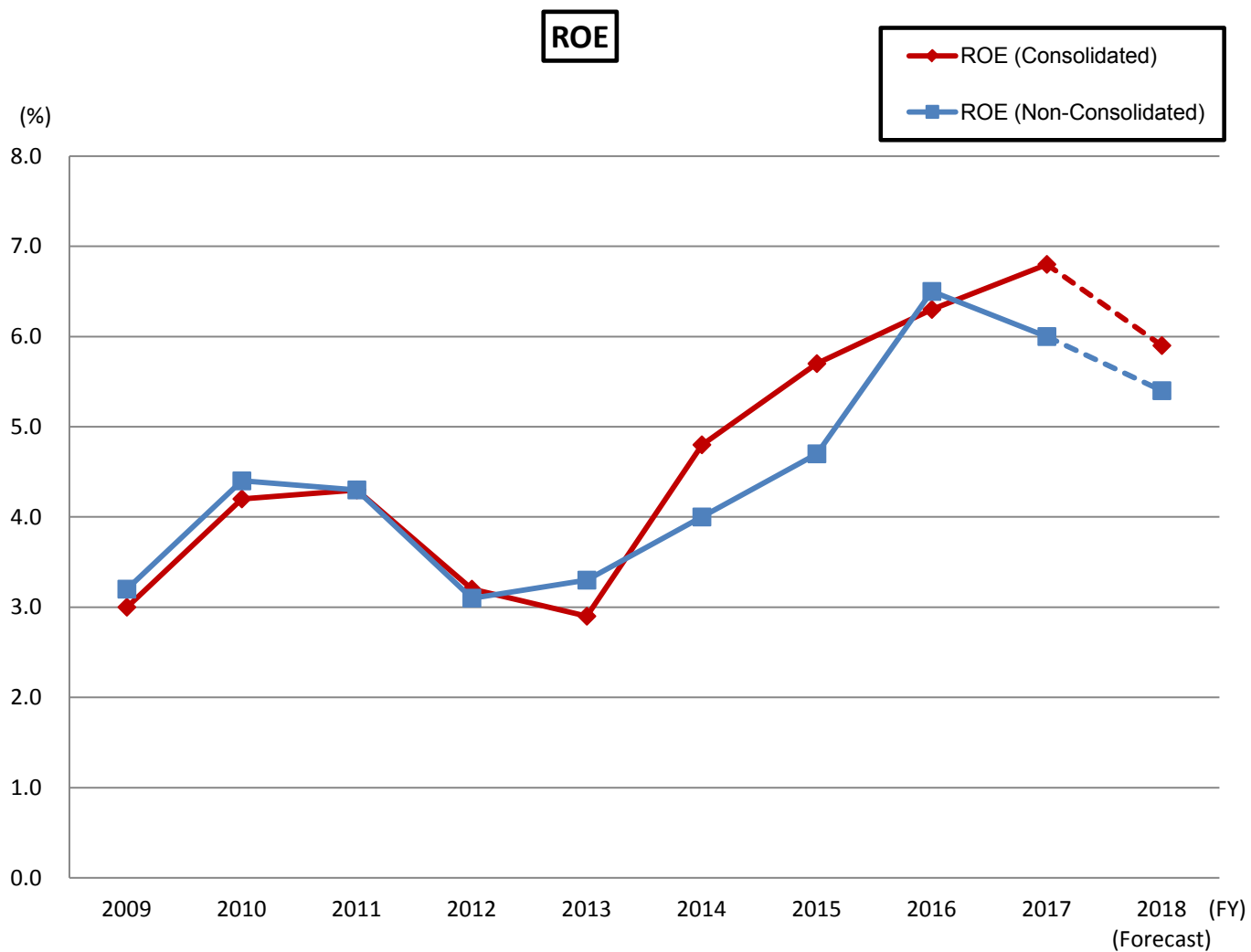
FY	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 (Forecast)
Total cash dividends (Millions of yen)	3,215	3,956	3,461	3,460	3,955	3,908	4,340	5,207	5,640	5,640
Cash dividends per share (Yen)	13	16	14	14	16	18	20	24	26	26

8. Business Results



FY	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 (Forecast)
Payout ratio (Consolidated)	35.3	30.3	25.0	32.9	40.4	24.4	21.1	22.0	21.4	23.5
Payout ratio (Non-Consolidated)	35.2	30.8	26.2	36.3	36.6	30.4	27.0	22.5	25.4	26.9

## 8. Business Results



FY	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018 (Forecast)
ROE (Consolidated)	3.0	4.2	4.3	3.2	2.9	4.8	5.7	6.3	6.8	5.9
ROE (Non-Consolidated)	3.2	4.4	4.3	3.1	3.3	4.0	4.7	6.5	6.0	5.4

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