Summary of Financial and Operating Results for the Fiscal Year Ended March 31, 2014 [Japan GAAP]

May 9, 2014

Company: Hibiya Engineering, Ltd.

Stock exchange listing: Tokyo Stock Exchange (First Section)

Stock code: 1982

URL: http://www.hibiya-eng.co.jp/English

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Regular general meeting of shareholders: June 27, 2014 (tentative)

Date of commencement of dividend payment: June 30, 2014 (tentative)

Date of filing of securities report: June 27, 2014 (tentative)

Supplementary explanatory documents: No

Earnings presentation: Yes (For analysts and institutional investors)

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

1. Consolidated results of operations for the year ended March 2014 (April 1, 2013 - March 31, 2014)

(1) Consolidated results 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 | % |
| FY14 | 69,466 | 4.7 | 1,842 | (8.6) | 2,886 | 1.8 | 2,215 | 22.7 |
| FY13 | 66,322 | 8.9 | 2,016 | 17.7 | 2,835 | (1.3) | 1,806 | 9.0 |

Note: Comprehensive income: FY ended March 31, 2014: 3,417 million yen (-6.1%)

FY ended March 31, 2013: 3,638 million yen (+87.8%)

| | Net income per | Net income per share | Return on | Ordinary income to | Operating income to |
|------|----------------|----------------------|-----------|--------------------|---------------------|
| | share | (diluted) | equity | total assets | net sales |
| | Yen | Yen | % | % | % |
| FY14 | 72.78 | 72.43 | 4.1 | 3.5 | 2.7 |
| FY13 | 58.15 | 57.90 | 3.4 | 3.6 | 3.0 |

(Reference) Equity in earnings of equity method affiliates: 693 million yen for FY14 369 million yen for FY13

(2) Consolidated financial position

| | Total assets | Net assets | Equity ratio | Net assets per share |
|------|--------------|-------------|--------------|----------------------|
| | Million yen | Million yen | % | yen |
| FY14 | 83,531 | 57,068 | 66.2 | 1,828.81 |
| FY13 | 79,427 | 55,166 | 67.3 | 1,744.66 |

(Reference) Shareholders' equity: 55,256 million yen for FY14 53,445 million yen for FY13

(3) Consolidated cash flow position

| (c) Coriodia | atoa babii ilow pobition | | | |
|--|--------------------------|---|---|-------------------------------------|
| Net cash provided by (used in) operating | | Net cash provided by (used in) investing | Net cash provided by (used in) financing | Cash and cash equivalents at end of |
| | activities | activities | activities | period |
| | Million yen | Million yen | Million yen | Million yen |
| FY14 | (1,314) | (362) | (1,884) | 7,622 |
| FY13 | 164 | 991 | (1,747) | 11,183 |

2. Dividends

| | | Divi | dend per sha | are | Total | Dividend ratio | Dividend-to-equity | |
|----------------|--------------|-----------|--------------|--------------|--------|-----------------------|--------------------|-------------------------|
| | End of 1Q | End of 2Q | End of 3Q | End of FY | Annual | dividends (Annual) | (Consolidated) | ratio (Consolidated) |
| | Yen | Yen | Yen | Yen | Yen | Million yen | % | % |
| FY13 | - | 15.00 | - | 15.00 | 30.00 | 929 | 51.6 | 1.8 |
| FY14 | - | 15.00 | - | 15.00 | 30.00 | 915 | 41.2 | 1.7 |
| FY15(Estimate) | - | 16.00 | - | 16.00 | 32.00 | | 48.3 | |

3. Consolidated forecast for the fiscal year ending March 31, 2015 (April 1, 2014 - March 31, 2015)

(Percentage figures represent year on year changes)

| | Net sales | | Operating income Ordin | | Ordinary in | Ordinary income | | me | Earnings per share |
|-----------|-------------|-----|------------------------|------|-------------|-----------------|-------------|-------|--------------------|
| | Million yen | % | Million yen | % | Million yen | % | Million yen | % | Yen |
| Full year | 71,000 | 2.2 | 2,500 | 35.7 | 3,300 | 14.3 | 2,000 | (9.7) | 66.19 |

Notes

- (1) Changes in significant subsidiaries (Changes in specific subsidiaries accompanied by changes in the scope 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 in (a): No
 - (c) Changes in accounting estimates: No
 - (d) Retrospective restatement: No
- (3) Number of shares outstanding (common stock)
 - (a) Shares outstanding (including treasury stock)

As of March 31, 2014: 31,000,309 As of March 31, 2013: 34,000,309

(b) Treasury stock

As of March 31, 2014: 785,800 As of March 31, 2013: 3,366,761

(c) Average number of shares

Period ended March 31, 2014: 30,441,820 Period ended March 31, 2013: 31,058,686

Forward-looking statements, important Notes, etc.

These materials contain forward-looking statements that are based on information available to management as of the date of this report. Actual results may be materially different from the above forecasts for a number of reasons.

This is an English translation of the captioned report. This translation is prepared and provided for the purpose of the reader's convenience. All readers are recommended to refer to the original version in Japanese of the report for complete information.

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1. Results of Operations

- (1) Analysis of results of operations
 - 1) Results of operations for fiscal year ended March 31, 2014

In the past fiscal year, the Japanese economy recovered as the government and Bank of Japan enacted various economic and monetary measures. As the yen weakened and stock prices rose, corporate earnings improved and consumer spending rebounded. Demand created by the rush to make purchases before the April 2014 consumption tax hike also supported the recovery.

In the construction industry, public-works investments increased, mainly for earthquake recovery projects, and there was a recovery in private-sector capital expenditures. However, the operating environment remained challenging because of the higher cost of materials and labor and intense competition to capture orders.

The fiscal year that ended in March 2014 was the last year of the Fourth Medium-term Management Plan. In accordance with the strategic objectives of this plan, there were solution-based sales activities that incorporated strategic proposals involving the group's technologies involving energy conservation, renewable energy and other key sectors. There were also extensive collaborative sales activities with the NTT Group and more cooperation among Hibiya Engineering Group companies. Overall, group companies took many actions to reinforce strategies and initiatives of recent years.

In addition, group companies to actions to build a more powerful foundation for business operations. This included strengthening compliance, safety and quality management activities, reinforcing the framework for risk management, upgrading training programs, and other actions. The objective was to increase corporate value by enhancing the Hibiya Engineering Group's reputation for trust and reliability.

As a result of these activities, orders received increased 3.3% to 72,385 million yen. Due to the higher orders, sales increased 4.7% to 69,466 million yen.

Amid challenging market conditions, all group companies focused on lowering costs by implementing a unified procurement strategy and extensive measures to improve the efficiency of construction. Operating income decreased 8.6% to 1,842 million yen but ordinary income increased 1.8% to 2,886 million yen. Net income increased 22.7% to 2,215 million yen.

Operating results by business segment were as follows.

1. Construction

Segment sales increased 6.3% to 61,293 million yen and operating income increased 12.0% to 1,632 million yen.

2. Equipment sales

Segment sales decreased 6.4% to 5,352 million yen and operating income decreased 54.2% to 155 million yen.

3. Equipment manufacturing

Segment sales decreased 4.1% to 2,820 million yen and operating income decreased 78.2% to 47 million yen.

Orders received by segments

| Stadio received by adginistic | FY2013 (Apr. 1, 2012 - Mar. 31, 2013) | FY2014 (Apr. 1, 2013 - Mar. 31, 2014) | YoY change |
|-------------------------------|--|--|------------|
| | (million yen) | (million yen) | (%) |
| Construction | 61,403 | 64,135 | 4.4 |
| Equipment sales | 5,717 | 5,352 | (6.4) |
| Equipment manufacturing | 2,929 | 2,897 | (1.1) |
| Total | 70,051 | 72,385 | 3.3 |

Net sales by segments

| 110t dated by dogitionto | | | |
|--------------------------|--|--|------------|
| | FY2013 (Apr. 1, 2012 - Mar. 31, 2013) | FY2014 (Apr. 1, 2013 - Mar. 31, 2014) | YoY change |
| | (million yen) | (million yen) | (%) |
| Construction | 57,662 | 61,293 | 6.3 |
| Equipment sales | 5,717 | 5,352 | (6.4) |
| Equipment manufacturing | 2,941 | 2,820 | (4.1) |
| Total | 66,322 | 69,466 | 4.7 |

Note: 1. Inter-segment transactions are eliminated.

2. Consumption and other taxes are not included in the amount.

2) Outlook for fiscal year ending in March 2015

The outlook is for a continuation of the Japanese economy's recovery as exports recover and household income and investments grow because of government economic stimulus measures. But there are some areas of uncertainty, including the effect of the drop in demand following the upturn prior to the April 2014 consumption tax increase.

In the construction industry, preparations for the 2020 Tokyo Olympics and other factors are expected to create demand. Nevertheless, there are concerns about a drop in demand associated with earthquake recovery projects, the higher cost of materials and labor, and intense competition for orders. As a result, the operating environment will probably remain difficult.

To succeed in this challenging environment, the Hibiya Engineering Group started the Fifth Medium-term Management Plan, which covers the three-year period that starts in April 2014 and ends in March 2017. As Hibiya Engineering approaches its 50th anniversary in 2016, the group is determined to use the strategies of this plan to make more progress toward becoming a "true comprehensive engineering services company." The goal is to be a one-stop source of services that meet customers' needs.

For the fiscal year ending in March 2015, Hibiya Engineering forecasts consolidated orders received of 73.0 billion yen, sales of 71.0 billion yen, operating income of 2.5 billion yen, ordinary income of 3.3 billion yen and net income of 2.0 billion yen.

The non-consolidated forecasts are orders received of 64.0 billion yen, sales of 62.0 billion yen, operating income of 2.0 billion yen, ordinary income of 2.4 billion yen and net income of 1.4 billion yen.

(2) Analysis of financial condition

1) Assets, liabilities and net assets

Assets

Total assets increased 4,104 million yen from the end of the previous fiscal year to 83,531 million yen. Current assets increased 355 million yen to 43,954 million yen and noncurrent assets increased 3,748 million yen to 39,577 million yen.

Major changes in current assets were decreases of 560 million yen in cash and deposits and 3,285 million yen in short-term investment securities and a 4,043 million increase in accounts receivable from completed construction contracts and other.

Noncurrent assets increased mainly because of a 3,131 million yen increase in the valuation of investment securities.

Liabilities

Liabilities increased 2,201 million yen to 26,463 million yen. This was mainly the result of increases of 1,265 million yen in notes payable, accounts payable for construction contracts and other and 787 million yen in deferred tax liabilities.

Net assets

Net assets were 57,068 million yen at the end of the fiscal year mainly because of the contribution from net income of 2,215 million yen.

2) Cash flows

Net cash used in operating activities was 1,314 million yen, 1,479 million yen less than the positive cash flow one year earlier. Income before income taxes and minority interests was 3,402 million yen but cash was used by an increase in notes and accounts receivable-trade and other items.

Net cash used in investing activities was 362 million yen, a difference of 1,353 million yen compared with the positive cash flow one year earlier. This was mainly because purchases of investment securities were more than proceeds from sales and redemptions of investment securities.

Net cash used in financing activities was 1,884 million yen, 136 million yen more than cash used one year earlier. Purchases of treasury stock and cash dividends paid were the major uses of cash.

The result of these cash flows was a net decrease of 3,560 million yen in cash and cash equivalents to 7,622 million yen at the end of the fiscal year.

(Reference) Cash flow index trends

| Years ended March 31 | 2010 | 2011 | 2012 | 2013 | 2014 |
|--|-------|-------|------|------|------|
| Equity ratio (%) | 67.8 | 67.3 | 67.6 | 67.3 | 66.2 |
| Equity ratio based on market cap (%) | 35.4 | 34.1 | 37.5 | 36.8 | 53.9 |
| Cash flow/ interest-bearing debt (years) | 0.5 | 0.4 | 33.0 | 4.7 | |
| Interest coverage ratio (times) | 103.9 | 165.0 | 2.0 | 12.9 | - |

Equity ratio: Shareholders' equity/Total assets Equity ratio based on market cap: Market capitalization/Total assets

Cash flow/interest-bearing debt: Interest-bearing debt/Operating cash flows
Interest coverage ratio: Operating cash flows/Interest expenses

* All indicators are bearing debt.

- * All indicators are based on figures in the consolidated financial statements.
- * Market capitalization does not include treasury stocks.
- * Operating cash flows are the figures shown in the consolidated statements of cash flows. Interest-bearing debt is the sum of all short-term loans payable on the consolidated balance sheets. Interest expenses are the interest paid figure on the consolidated statements of cash flows.
- * Cash flow/interest-bearing debt and the interest coverage ratio are not shown for the fiscal year that ended in March 2014 because the operating cash flow was negative.

(3) Basic policy for allocation of earnings and dividends for the current and next fiscal years

Returning earnings to shareholders is one of the highest priorities of Hibiya Engineering. The Fourth Medium-term Management Plan, which started in April 2011, includes a provision for basing the dividend on the consolidated dividend-on-equity (DOE) ratio from the standpoint of distributing earnings to shareholders consistently. In accordance with this basic policy, Hibiya Engineering plans to pay a year-end dividend of 15 yen per share. With the interim dividend of 15 yen paid earlier in the fiscal year, the annual dividend will be 30 yen. This dividend results in a consolidated payout ratio of 41.2%.

To improve the return on equity and as one way to return earnings to shareholders, Hibiya Engineering purchases treasury stock in a flexible manner. In the fiscal year that ended in March 2014, 452,400 shares of treasury stock were purchased at a total cost of 499 million yen. In addition, 3 million shares of treasury stock were retired at the end of the fiscal year.

In the Fifth Medium-term Management Plan, there will be no change in the basic policy for the allocation of earnings. Based on the policy of "consistently paying a stable dividend while increasing net assets by retaining earnings," the plan for the dividend applicable for the fiscal year ending in March 2015 is interim and year-end payments of 16 yen per share, resulting in an fiscal year dividend of 32 yen per share, 2 yen more than for the previous fiscal year.

Furthermore, to improve the return on equity and as one way to return earnings to shareholders, treasury stock purchases will continue in a flexible manner.

Retained earnings are used to maintain a sound financial position in order to be prepared for future business activities. Retained earnings are also used for R&D activities to become more competitive, employee training, entering new business fields, and other investments that can produce earnings in the future.

2. Management Policies

Fundamental management policy

The Hibiya Management Group started the Fourth Medium-term Management Plan in the fiscal year ending in March 2012 with the basic goals of maintaining profitability while increasing orders received and achieving concrete progress with new businesses and capitalizing on more business opportunities. The plan called for implementing strategies and initiatives involving energy conservation, renewable energy and other fields in targeted business domains, including data centers, office buildings, manufacturing equipment and other sectors. Major initiatives were solution-based sales that strategically used Hibiya Engineering's technologies, aggressive collaborative sales with the NTT Group, and more cooperation among Hibiya Engineering Group companies. In addition, there were many activities aimed at enhancing the group's reputation for trust and reliability. For example, there were measures to strengthen compliance and safety and quality management systems, upgrade the risk management framework, and train employees in order to build a more powerful foundation for business operations.

As a result, Hibiya Engineering achieved targets for orders received, sales and other aspects of results of operations. Regarding earnings distributions to shareholders, a stable shareholder dividend was paid is based on the consolidated DOE ratio and treasury stock was consistently purchased and retired.

Although construction spending in Japan is currently recovering, the operating environment for the Hibiya Engineering Group is expected to remain challenging. The main reasons are the high cost of materials and labor, the difficulty of capturing new orders, and the decision of NTT Group companies, the largest customer for the Hibiya Engineering Group, to hold down investments. However, a number of major positive trends are gaining momentum. Markets involving the environment and energy, smart cities, BCP and disaster preparedness, the globalization of client companies, and building renovations are all growing. As a result, the importance of offering highly sophisticated solutions and using alliances to target multiple issues at once is increasing. Furthermore, demands involving cost are expected to become even greater.

To overcome these challenges, the new Fifth Medium-term Management Plan will continue and build on the activities of the Fourth Medium-term Management Plan. The speed of corporate reforms will increase with the goal of becoming more profitable by becoming a "comprehensive engineering services company" that is a one-stop source of services that meet customers' needs. Accomplishing this will require providing customers with outstanding solutions with added value that spans the entire life cycle of a project from planning to design, construction and operation. This will enable the Hibiya Engineering Group to contribute to the advancement of customers, society and environmental protection. The fundamental policy, performance targets and fundamental strategies are as follows.

I. Fundamental policy

1. Maintain consistent profitability

Be a source of "building life cycle total solutions," serving as the best partner for meeting the increasingly diverse, sophisticated and composite needs of customers by expanding services to cover the entire life cycle of buildings.

2. Strengthen business operations

Retain technological know-how in documents and use unified group management in order to train employees, improve performance in relation to cost, operate more efficiently, and make other improvements.

3. Place priority on confidence and safety

Expand CSR programs, reinforce compliance activities, increase distributions to shareholders and further improve employee satisfaction.

II. Performance targets

The targets are as follows for consolidated sales and earnings in each fiscal year of the Fifth Medium-term Management Plan, which covers the three-year period ending in March 2017.

Sales At least 70 billion yen
Operating income At least 2.5 billion yen
Ordinary income At least 3.3 billion yen
Net income At least 2.0 billion yen

III. Fundamental strategies

1. Be a source of building life cycle total solutions

To accomplish this goal, the Hibiya Engineering Group will concentrate mainly on the following business domains and initiatives.

· Six main business domains:

Data centers/information, office buildings, manufacturing/distribution, education, health care (medical welfare), overseas

· Initiatives

[Deepen solution-based sales activities]

Meet customers' diversifying needs by offering services covering the entire life cycle of buildings. The aim is to create "gold customers" by building relationships as the best partner while constantly supplying the optimum solutions with significant added value from four perspectives: energy, cost, building functions and business continuity planning (BCP).

[Offer even more advanced solution technologies]

Upgrade technologies that can be used during the entire life cycle of buildings ("smart" technologies in energy, management, systems and other fields, 3D scanning and other advanced design technologies, product safety and quality technologies, and other technologies).

[Pursue more synergies among group companies]

Create "gold customers" by seamlessly integrating the engineering, sales, manufacturing, operations and maintenance capabilities of the Hibiya Engineering Group in order to conduct joint solution-based sales activities that utilize all group companies.

[Make extensive use of alliances]

Using more diverse business models, expanding the service menu, upgrading technologies and other actions will be vital to adapting to changes in market conditions and customers' needs. The Hibiya Engineering Group will extensively use alliances with other companies to take these actions.

2. Strengthen business operations

· Accumulate and utilize information and knowledge

Build the Hibiya Information Library*

- * This library contains a database of the group's intellectual assets (knowledge, technologies and experience) to enable sharing these assets, passing on technologies to newer employees, improving efficiency and upgrading information security.
- · Manage the group in a unified manner

Integrate operations to improve efficiency, enable employees to move among different jobs freely, share and utilize information, and make other improvements.

- Improve performance in relation to cost and increase construction efficiency
 Implement an advanced procurement strategy, such as by using centralized purchasing for all group companies, and take other actions.
- · Train employees and refine their skills

Use internal certification systems, training programs and other employee development activities.

· Reinforce safety and quality activities

Build and strengthen management systems for safety, quality and work processes.

3. Place priority on confidence and safety (commitment to stakeholders)

- Expand CSR programs and reinforce compliance activities
 Earn ISO27001 (international standard for information security management systems) certification at all branch offices and take other actions.
- · Increase distributions to shareholders [Financial strategy]
 - To maintain stable dividend payments for shareholders, the goal is to use the consolidated dividend-on-equity (DOE) ratio for dividend stability and growth.
 - Continue to purchase treasury stock in a flexible manner as one way to return earnings to shareholders.
 - Use treasury stock with flexibility based on the premise of utilizing this stock in an effective manner.
- · Further improve employee satisfaction.

Rotate employees among different positions based on each individual's career objectives and use other methods to create a personnel system that rewards people who take on challenges and produce results.

3. Consolidated Financial Statements

(1) Consolidated Balance Sheets

(Million yen) FY2013 FY2014 (As of March 31, 2013) (As of March 31, 2014) **Assets** Current assets Cash and deposits 4,920 5,481 Notes receivable, accounts receivable from completed 28,673 32.717 construction contracts and other Short-term investment securities 7,802 4,517 Costs on uncompleted construction contracts and other 758 854 Deferred tax assets 671 575 Other 242 404 Allowance for doubtful accounts (30)(34)Total current assets 43,954 43,599 Noncurrent assets Property, plant and equipment Buildings and structures 1,449 1,475 Land 152 152 Lease assets 31 30 Other 851 899 Accumulated depreciation (1,927)(1,999)Total property, plant and equipment 557 558 Intangible assets Goodwill 76 Other 297 158 Total intangible assets 374 158 Investments and other assets Investment securities 30,204 33,336 Long-term loans receivable 39 34 Net defined benefit asset 398 Deferred tax assets 32 160 Insurance funds 2,661 2,754 Investments in silent partnership 1,255 1,000 Other 1,023 1,083 Allowance for doubtful accounts (58)(168)Total investments and other assets 34,896 38,860 Total noncurrent assets 35,828 39,577 Total assets 79,427 83,531

| | | (Million yen) |
|---|----------------------------------|----------------------------------|
| | FY2013 (As of March 31, 2013) | FY2014 (As of March 31, 2014) |
| Liabilities | | |
| Current liabilities | | |
| Notes payable, accounts payable for construction | 19,176 | 20,441 |
| contracts and other Short-term loans payable | 780 | 330 |
| Lease obligations | 5 | 2 |
| Income taxes payable | 719 | 721 |
| Advances received on uncompleted construction contracts | 322 | 1,003 |
| Provision for bonuses | 901 | 922 |
| Provision for warranties for completed construction | 47 | 53 |
| Provision for loss on construction contracts | 253 | 242 |
| Other | 1,180 | 871 |
| Total current liabilities | 23,385 | 24,588 |
| Noncurrent liabilities | | |
| Lease obligations | 4 | 1 |
| Deferred tax liabilities | 407 | 1,194 |
| Provision for retirement benefits | 379 | - |
| Net defined benefit liability | - | 606 |
| Provision for directors' retirement benefits | 44 | 39 |
| Asset retirement obligations | 12 | 12 |
| Other | 27 | 19 |
| Total noncurrent liabilities | 875 | 1,874 |
| Total liabilities | 24,261 | 26,463 |
| Net assets | | |
| Shareholders' equity | | |
| Capital stock | 5,753 | 5,753 |
| Capital surplus | 5,931 | 5,931 |
| Retained earnings | 41,495 | 40,187 |
| Treasury stock | (2,649) | (525) |
| Total shareholders' equity | 50,531 | 51,346 |
| Valuation and translation adjustments | | |
| Valuation difference on available-for-sale securities | 2,914 | 4,031 |
| Remeasurements of defined benefit plans | - | (121) |
| Total valuation and translation adjustments | 2,914 | 3,909 |
| Subscription rights to shares | 97 | 109 |
| Minority interests | 1,623 | 1,702 |
| Total net assets | 55,166 | 57,068 |
| Total liabilities and net assets | 79,427 | 83,531 |

| | | (Million yen) |
|--|--------------------------------|--------------------------------|
| | FY2013 | FY2014 |
| | (Apr. 1, 2012 - Mar. 31, 2013) | (Apr. 1, 2013 - Mar. 31, 2014) |
| Net sales | 66,322 | 69,466 |
| Cost of sales | 57,579 | 60,741 |
| Gross profit | 8,743 | 8,725 |
| Selling, general and administrative expenses | | |
| Employees' salaries and allowances | 2,332 | 2,214 |
| Provision for bonuses | 398 | 384 |
| Retirement benefit expenses | 204 | 220 |
| Provision for directors' retirement benefits | 12 | 6 |
| Provision of allowance for doubtful accounts | 3 | 146 |
| Rents | 944 | 982 |
| Depreciation | 216 | 211 |
| Other | 2,613 | 2,717 |
| Total selling, general and administrative expenses | 6,726 | 6,882 |
| Operating income | 2,016 | 1,842 |
| Non-operating income | | |
| Interest income | 103 | 108 |
| Dividends income | 119 | 143 |
| Equity in earnings of affiliates | 369 | 693 |
| Insurance income | 36 | - |
| Other | 213 | 125 |
| Total non-operating income | 842 | 1,071 |
| Non-operating expenses | | |
| Interest expenses | 12 | 12 |
| Other | 11 | 14 |
| Total non-operating expenses | 24 | 27 |
| Ordinary income | 2,835 | 2,886 |
| Extraordinary income | | |
| Gain on sales of investment securities | - | 284 |
| Gain on redemption of investment securities | - | 273 |
| Gain on bargain purchase | 129 | - |
| Total extraordinary income | 129 | 557 |
| Extraordinary loss | | |
| Amortization of goodwill | - | 42 |
| Total extraordinary loss | _ | 42 |
| Income before income taxes and minority interests | 2,964 | 3,402 |
| Income taxes-current | 802 | 848 |
| Income taxes-deferred | 225 | 300 |
| Total income taxes | 1,027 | 1,148 |
| Income before minority interests | 1,936 | 2,253 |
| Minority interests in income | 130 | 37 |
| Net income | 1,806 | 2,215 |
| | 1,000 | 2,210 |

| /N/ill | ion | yen) |
|---------|-----|-----------|
| (171111 | IOH | y C 1 1) |

| | FY2013 (Apr. 1, 2012 - Mar. 31, 2013) (Ap | FY2014 r. 1, 2013 - Mar. 31, 2014) |
|---|--|---------------------------------------|
| Income before minority interests | 1,936 | 2,253 |
| Other comprehensive income | | |
| Valuation difference on available-for-sale securities | 1,519 | 1,138 |
| Share of other comprehensive income of associates accounted for using equity method | 182 | 26 |
| Total other comprehensive income | 1,702 | 1,164 |
| Comprehensive income | 3,638 | 3,417 |
| Comprehensive income attributable to | | |
| Comprehensive income attributable to owners of the parent | 3,471 | 3,338 |
| Comprehensive income attributable to minority interests | 167 | 79 |

(3) Consolidated Statements of Changes in Net Assets Previous fiscal year (Apr. 1, 2012 –Mar. 31, 2013)

| | Shareholders' equity | | | | |
|--|----------------------|--------------------|-------------------|-------------------|----------------------------|
| | Capital stock | Capital surplus | Retained earnings | Treasury stock | Total shareholders' equity |
| Balance at the beginning of current period | 5,753 | 5,931 | 40,634 | (1,872) | 50,446 |
| Changes of items during the period | | | | | |
| Dividends from surplus | | | (941) | | (941) |
| Net income | | | 1,806 | | 1,806 |
| Purchase of treasury stock | | | | (792) | (792) |
| Disposal of treasury stock | | | (3) | 15 | 11 |
| Net changes of items other than shareholders' equity | | | | | |
| Total changes of items during the period | - | - | 860 | (776) | 84 |
| Balance at the end of current period | 5,753 | 5,931 | 41,495 | (2,649) | 50,531 |

| | Accumulated other c | comprehensive income | Subscription | | Total net assets |
|--|---|--|---------------------|--------------------|------------------|
| | Valuation difference on available-for-sale securities | Total accumulated other comprehensive income | rights to shares | Minority interests | |
| Balance at the beginning of current period | 1,249 | 1,249 | 76 | 1,596 | 53,368 |
| Changes of items during the period | | | | | |
| Dividends from surplus | | | | | (941) |
| Net income | | | | | 1,806 |
| Purchase of treasury stock | | | | | (792) |
| Disposal of treasury stock | | | | | 11 |
| Net changes of items other than shareholders' equity | 1,664 | 1,664 | 21 | 27 | 1,713 |
| Total changes of items during the period | 1,664 | 1,664 | 21 | 27 | 1,797 |
| Balance at the end of current period | 2,914 | 2,914 | 97 | 1,623 | 55,166 |

| | Shareholders' equity | | | | |
|--|----------------------|--------------------|-------------------|-------------------|----------------------------|
| | Capital stock | Capital surplus | Retained earnings | Treasury stock | Total shareholders' equity |
| Balance at the beginning of current period | 5,753 | 5,931 | 41,495 | (2,649) | 50,531 |
| Changes of items during the period | | | | | |
| Dividends from surplus | | | (921) | | (921) |
| Net income | | | 2,215 | | 2,215 |
| Purchase of treasury stock | | | | (500) | (500) |
| Disposal of treasury stock | | | (7) | 29 | 22 |
| Retirement of treasury stock | | | (2,595) | 2,595 | - |
| Net changes of items other than shareholders' equity | | | | | |
| Total changes of items during the period | - | - | (1,308) | 2,123 | 815 |
| Balance at the end of current period | 5,753 | 5,931 | 40,187 | (525) | 51,346 |

| | Accumula | ted other comprehensi | ive income | | | |
|--|--|---|--|-------------------------------------|-----------------------|---------------------|
| | Valuation difference on available-for-sale securities | Remeasurements of defined benefit plans | Total accumulated other comprehensive income | Subscription rights to shares | Minority interests | Total net assets |
| Balance at the beginning of current period | 2,914 | - | 2,914 | 97 | 1,623 | 55,166 |
| Changes of items during the period | | | | | | |
| Dividends from surplus | | | | | | (921) |
| Net income | | | | | | 2,215 |
| Purchase of treasury stock | | | | | | (500) |
| Disposal of treasury stock | | | | | | 22 |
| Retirement of treasury stock | | | | | | - |
| Net changes of items other than shareholders' equity | 1,117 | (121) | 995 | 11 | 78 | 1,086 |
| Total changes of items during the period | 1,117 | (121) | 995 | 11 | 78 | 1,902 |
| Balance at the end of current period | 4,031 | (121) | 3,909 | 109 | 1,702 | 57,068 |

| | | (Million yen) |
|--|--------------------------------|--------------------------------|
| | FY2013 | FY2014 |
| | (Apr. 1, 2012 - Mar. 31, 2013) | (Apr. 1, 2013 - Mar. 31, 2014) |
| Net cash provided by (used in) operating activities | | |
| Income before income taxes | 2,964 | 3,402 |
| Depreciation and amortization | 259 | 259 |
| Amortization of goodwill | 34 | 76 |
| Increase (decrease) in allowance for doubtful accounts | (21) | 114 |
| Increase (decrease) in provision for retirement benefits | (11) | (379) |
| Increase (decrease) in net defined benefit asset | - | (249) |
| Increase (decrease) in net defined benefit liability | - | 259 |
| Increase (decrease) in provision for retirement benefits and directors' retirement benefits | 6 | (4) |
| Increase (decrease) in provision for bonuses | 31 | 20 |
| Increase (decrease) in provision for warranties for | | |
| completed construction | 3 | 5 |
| Increase (decrease) in provision for loss on construction | (352) | (11) |
| contracts | (332) | (11) |
| Interest and dividends income | (223) | (252) |
| Interest expenses | 12 | 12 |
| Loss (gain) on sales of investment securities | - | (284) |
| Loss (gain) on redemption of investment securities | - | (273) |
| Equity in (earnings) losses of affiliates | (369) | (693) |
| Gain on bargain purchase | (129) | - |
| Decrease (increase) in notes and accounts receivable-trade | (3,285) | (4,043) |
| Decrease (increase) in inventories | 387 | (96) |
| Increase (decrease) in notes and accounts payable-trade | 682 | 1,265 |
| (Decrease) increase in advances received on | 192 | 681 |
| uncompleted construction contracts | 192 | 001 |
| Decrease/increase in consumption taxes | 667 | (222) |
| receivable/payable | (207) | |
| Other, net | (207) | (296) |
| Subtotal | 643 | (710) |
| Interest and dividends income received | 235 | 262 |
| Interest expenses paid | (12) | (12) |
| Income taxes paid | (700) | (854) |
| Net cash provided by (used in) operating activities | 164 | (1,314) |
| Net cash provided by (used in) investing activities | (0.00) | (0.00) |
| Payments into time deposits | (600) | (300) |
| Proceeds from withdrawal of time deposits | 500 | 600 |
| Purchase of property, plant and equipment | (41) | (96) |
| Purchase of intangible assets | (25) | (25) |
| Purchase of investment securities | (1,900) | (3,510) |
| Proceeds from sales of investment securities | - | 300 |
| Proceeds from redemption of investment securities | 2,700 | 3,000 |
| Purchase of insurance funds | (99) | (99) |
| Proceeds from maturity of insurance funds | 453 | 5 |
| Proceeds from withdrawal of linvestments in silent | - | (273) |
| partnership Other, net | 4 | 36 |
| | 991 | |
| Net cash provided by (used in) investing activities | 991 | (362) |

| | FY2013 | FY2014 |
|--|--------------------------------|--------------------------------|
| | (Apr. 1, 2012 - Mar. 31, 2013) | (Apr. 1, 2013 - Mar. 31, 2014) |
| Net cash provided by (used in) financing activities | | |
| Net increase (decrease) in short-term loans payable | - | (450) |
| Purchase of treasury stock | (792) | (500) |
| Proceeds from sales of treasury stock | 0 | 0 |
| Cash dividends paid | (941) | (921) |
| Cash dividends paid to minority shareholders | (6) | (5) |
| Repayments of lease obligations | (7) | (5) |
| Net cash provided by (used in) financing activities | (1,747) | (1,884) |
| Net increase (decrease) in cash and cash equivalents | (591) | (3,560) |
| Cash and cash equivalents at beginning of period | 11,774 | 11,183 |
| Cash and cash equivalents at end of period | 11,183 | 7,622 |