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

Company: Asunaro Aoki Construction Co., Ltd.

Stock exchange listing: Tokyo Stock Exchange (First Section)

Stock code: 1865

URL: http://www.aaconst.co.jp/

Representative: Yasunobu Ueno, Representative Director and President

Contact: Haruyuki Kunitake, Senior Managing officer and Chief of Administration H.q.

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Date of Ordinary shareholders Meeting:

Date of commencement of dividend payment:

Date of filing of securities report:

Supplementary explanatory documents:

Earnings presentation:

June 20, 2017 (tentative)

June 21, 2017 (tentative)

Yes (for analysts)

Yes (for analysts)

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

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

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

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

		Earnings per share	Earnings per share (diluted)	Return on equity	Ordinary income to total assets	Operating income to net sales
		Yen	Yen	%	%	%
FY 3	/2017	72,14	_	6.8	7.2	5.4
FY 3	/2016	68.71	_	6.8	6.0	4.2

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

(2) Consolidated financial position

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

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

(3) Consolidated cash flow position

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

#### 2. Dividends

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

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

(Percentage figures represent year on year changes)

		Order receive	_	Net sale	s	Operating in	come	Ordinary in	come	Profit attribution		Net earnings per share
Ī		Million yen	%	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
	First half	69,000	(21.7)	67,000	3.0	2,500	(36.3)	2,500	(36.1)	1,500	(37.5)	26.73
L	Full year	154,000	(4.5)	150,000	8.7	7,000	(6.2)	7,000	(6.0)	4,500	11.2	80.19

### \* Notes

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

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

(b) Treasury shares

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

(c) Average number of shares

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

#### (Reference) Outline of non-consolidated results

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

(1) Non-consolidated result of operations

(Percentage figures represent year on year changes)

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

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

(2) Non-consolidated financial position

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

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

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

(Percentage figures represent year on year changes)

	Order receive	_	Net sale	s	Operating in	ncome	Ordinary in	come	Net inco	ome	Net earnings per share
	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Million yen	%	Yen
First half	40,000	(20.8)	39,000	1.3	1,500	(41.2)	2,500	(32.3)	1,700	(33.9)	30.29
Full year	90,000	(2.8)	86,000	5.9	4,000	(3.1)	5,000	(5.1)	3,500	0.5	62.37

<sup>\*</sup> Auditing of financial statements is not conducted to this Summary of Financial Results.

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

<sup>\*</sup> Cautionary statement regarding forecasts and special notes (Note on forward looking statements)

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## 1. Consolidated Financial Statements and Major Notes

## (1) Consolidated balance sheet

Total assets

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

97,291

108,286

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

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

(Million yen) Fiscal year ended March Fiscal year ended March 2017 (April 1, 2016-March 2016 (April 1, 2015-March 31, 2016) 31, 2017) Net sales Net sales of completed construction 136,401 136,785 contracts Sales on real estate business 2.867 1,150 137,936 Total net sales 139,269 Cost of sales Cost of sales of completed construction 120,603 122,201 contracts Cost of sales on real estate business 2,622 1,066 Total cost of sales 124,824 121,669 Gross profit Gross profit on completed construction 14,200 16,182 contracts Gross profit-real estate business 245 84 14,445 16,266 Total gross profit Selling, general and administrative expenses 8,583 8,803 Operating profit (loss) 5,861 7,463 Non-operating income Interest income 2 0 38 Dividend income 68 7 Commission fee 11 Other 75 22 Total non-operating income 157 68 Non-operating expenses 105 80 Interest expense 2 Other 13 Total non-operating expenses 119 83 Ordinary profit (loss) 5,900 7,448 Extraordinary income 22 Gain on sales of noncurrent assets 0 10 Reversal of loss on litigation 0 Other Total extraordinary income 34 0 Extraordinary losses Impairment loss 628 294 403 Loss on disaster Other 2 36 Total extraordinary losses 630 733 6,715 Profit (loss) before income taxes 5,304 1,650 2,936 Income taxes-current Income taxes-deferred (204)(275)Total income taxes 1,445 2,661 4,054 Profit (loss) 3,859 Profit (loss) attributable to non-controlling 3 5 interests 3.855 Profit (loss) attributable to owners of parent 4,048

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

	Fiscal year ended March 2016 (April 1, 2015-March 31, 2016)	Fiscal year ended March 2017 (April 1, 2016-March 31, 2017)
Cash flows from operating activities		,
Profit (loss) before income taxes	5,304	6,71
Depreciation	610	60
Increase (decrease) in allowance for doubtful accounts	478	10
Increase (decrease) in provision for warranties for completed construction	(23)	1
Increase (decrease) in provision for loss on construction contracts	(113)	5
Increase (decrease) in provision for bonuses	533	(24
Increase (decrease) in provision for special repairs of vessels	(24)	1
Increase (decrease) in net defined benefit liability	208	27
Loss on retirement of non-current assets	2	1
Interest and dividend income	(70)	(38
Interest expenses	105	8
Impairment loss	628	29
Increase (decrease) in provision for loss on disaster  Decrease (increase) in notes and accounts receivable	(5,944)	38 (3,511
from completed construction  Decrease (increase) in long term accounts receivable	307	13
Decrease (increase) in inventories	(67)	(1,648
Increase (decrease) in notes and accounts payable	(1,412)	4,01
Increase (decrease) in advances received on uncompleted construction contracts	(955)	4,01
Decrease (increase) in accounts receivable	3,530	(5,182
Decrease/increase in consumption taxes receivable/payable	(2,855)	1,40
Others, net	(17)	1,28
Subtotal	202	5,88
Interest and dividend income received	70	3
Interest expenses paid	(105)	(80
Income taxes paid	(1,158)	(2,064
Cash flows from operating activities	(991)	3,78
Cash flows from investing activities		
Purchase of property, plant and equipment	(1,409)	(866
Proceeds from sales of property, plant and equipment	886	2
Purchase of intangible assets	(65)	(70
Payments for retirement of non-current assets	(1)	(12
Purchase of investment securities	(9)	(9
Others, net	8	
Cash flows from investing activities	(591)	(935
Cash flows from financing activities		
Repayments of lease obligations	(107)	(125
Cash dividends paid	(841)	(1,009
Dividends paid to non-controlling interests	(1)	(1
Purchase of treasury shares	(0)	(
Cash flows from financing activities	(950)	(1,136
Net increase (decrease) in cash and cash equivalents	(2,533)	1,71
Cash and cash equivalents at the beginning of period	28,639	26,10
Cash and cash equivalents at the end of period	26,106	27,81

## 2. Non-consolidated Financial Statements and Major Notes

#### (1) Non-consolidated balance sheet

(Million yen) Fiscal year ended March Fiscal year ended March 2016 (As of March 31, 2016) 2017 (As of March 31, 2017) **ASSETS** Current assets Cash and deposits 14,104 13,693 Notes receivable-trade 0 80 Electronically recorded monetary claims 300 2,193 - operating Accounts receivable from completed 29,129 34,686 construction contracts Real estate for sale 617 1,809 Costs on uncompleted construction 34 49 contracts Costs on real estate business 1,862 3,296 Deferred tax assets 513 520 Accounts receivable 783 3,248 921 Consumption taxes receivable Other 337 292 Allowance for doubtful accounts (163)(257)48,442 59,614 Total current assets Noncurrent assets **Tangible Assets Buildings** 1.420 1.321 Accumulated depreciation (965)(992)Buildings, net 454 328 74 74 Structures Accumulated depreciation (69)(70)Structures, net 4 3 876 848 Machinery and equipment Accumulated depreciation (665)(687)Machinery and equipment, net 210 161 12 12 Vehicles Accumulated depreciation (12)(12)Vehicles, net 0 0 317 345 Tools, furniture and fixtures Accumulated depreciation (219)(239)Tools, furniture and fixtures, net 97 106 Land 2.574 1.836 Leased assets 4 11 Accumulated depreciation (0)(1) Lease assets, net 4 9 Construction in progress 4 **Total Tangible assets** 3,346 2,451 Intangible assets 118 122

(Million yen)

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

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

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

72

4,021

49

5,270

Total non-operating expenses

Ordinary income (loss)

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

# 3. Orders received, net sales and Contract backlogs (1) Consolidated

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

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

(Million yen, %)

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

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