

# Annual Report 2018

Year ended March 31, 2018



 **Raito**  
RAITO KOGYO CO., LTD.

## PROFILE

As a specialist civil engineering contractor, Raito Kogyo Co., Ltd. has continued to significantly contribute to society since its establishment in 1943 by actively promoting the development and introduction of proprietary technologies and supporting efforts to enhance national disaster-prevention and infrastructure development.

Amid a construction industry experiencing considerable change throughout its operating environment, the Company draws on its abundant technological capabilities fostered over many years to bolster its operating structure and systems across its three core businesses encompassing specialist civil engineering, building construction and overseas businesses while enhancing project safety and quality. Working in harmony with the natural environment, the Company will help protect the nation from disaster and contribute in the building of a robust nation that offers a strong sense of safety and security.

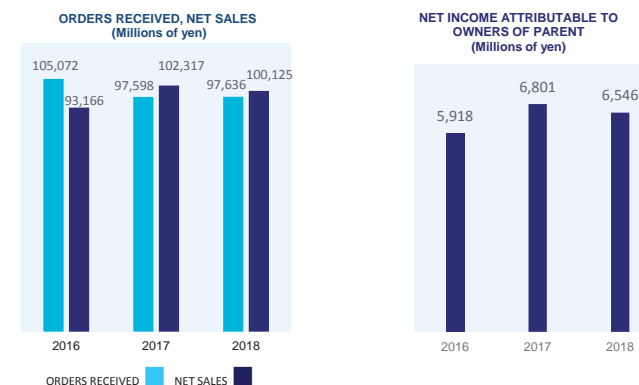
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## CONSOLIDATED FINANCIAL HIGHLIGHTS

|   | Millions of yen |          |          |         |         |         | Thousands of U.S. dollars |
|---|-----------------|----------|----------|---------|---------|---------|---------------------------|
|   | 2018            | 2017     | 2016     | 2015    | 2014    | 2013    | 2018                      |
| <b>FOR THE YEAR</b>                         |                 |          |          |         |         |         |                           |
| Orders received                             | <b>¥97,636</b>  | ¥97,598  | ¥105,072 | ¥97,390 | ¥91,217 | ¥79,139 | <b>\$918,927</b>          |
| Net sales                                   | <b>100,125</b>  | 102,317  | 93,166   | 85,648  | 92,698  | 75,557  | <b>942,352</b>            |
| Income from operations                      | <b>8,950</b>    | 9,799    | 8,633    | 7,078   | 6,581   | 2,947   | <b>84,235</b>             |
| Income before income taxes                  | <b>9,209</b>    | 9,752    | 8,523    | 7,389   | 6,692   | 2,573   | <b>86,672</b>             |
| Net income attributable to owners of parent | <b>6,546</b>    | 6,801    | 5,918    | 4,602   | 3,973   | 1,973   | <b>61,609</b>             |
| <b>AT YEAR-END</b>                          |                 |          |          |         |         |         |                           |
| Total assets                                | <b>93,765</b>   | 89,090   | 80,166   | 75,691  | 71,500  | 61,078  | <b>882,494</b>            |
| Net assets                                  | <b>58,785</b>   | 53,194   | 46,349   | 41,631  | 35,803  | 33,291  | <b>553,270</b>            |
| Capital stock                               | <b>6,119</b>    | 6,119    | 6,119    | 6,119   | 6,119   | 6,119   | <b>57,590</b>             |
| <b>AMOUNTS PER SHARE (in yen)</b>           |                 |          |          |         |         |         |                           |
| Net income                                  | <b>124.43</b>   | 129.16   | 112.39   | 87.40   | 75.45   | 37.47   |                           |
| Net assets                                  | <b>1,118.11</b> | 1,010.18 | 880.17   | 790.56  | 679.89  | 632.17  |                           |
| <b>PERFORMANCE INDICATORS</b>               |                 |          |          |         |         |         |                           |
| Equity capital ratio (%)                    | <b>62.7</b>     | 59.7     | 57.8     | 55.0    | 50.1    | 54.5    |                           |
| Return on equity (%)                        | <b>11.7</b>     | 13.7     | 13.5     | 11.9    | 11.5    | 6.1     |                           |

Note: U.S. dollar amounts above and elsewhere in this annual report are converted from Japanese yen, for the readers' convenience only, at the rate of ¥106.25 = US\$1.00, the rate on March 31, 2018.



## PRESIDENT'S MESSAGE



## OPERATING PERFORMANCE

In the fiscal year, ended March 31, 2018, the Japanese economy continued to experience unstable international situations, but there has been an upward trend with regards to exports and production backed by mild recovery of overseas economies. Moreover, with the effects of various measures by the government, the Japanese economy maintained a mild recovery with continued improvements in employment and income environment and in corporate earnings.

In the construction industry, despite housing investment being weak, private-sector construction investment has been steady, with increases in facility investment backed by economic recovery in Japan and overseas. Furthermore, with regards to government construction investment, a favorable order environment has continued as a whole in the construction market in Japan, remaining at a high level.

In these conditions, net sales of the Raito Kogyo Group in the fiscal year under review decreased 2.1% year-on-year to ¥100,125 million due to decreases in orders for decontamination work from the Ministry of the Environment at the Company and due to effects from a decrease in construction in progress such as large-scale construction projects at consolidated subsidiaries.

On the profit front, profitability remained flat from the previous fiscal year throughout the entire Group; however, the decrease in net sales resulted in a 2.3% decrease year-on-year in gross profit to ¥18,598 million.

Furthermore, due to the decrease in gross profit and increases in selling, general and administrative expenses in conjunction with increases in labor costs, R&D costs, and the like at the Company, operating income and ordinary income decreased 8.7% year-on-year to ¥8,950 million and 7.2% year-on-year to ¥9,209 million, respectively. Net income attributable to owners of parent decreased 3.8% year-on-year to ¥6,546 million.

## BUSINESS SEGMENT REVIEW

Consolidated net sales in the construction segment, the Group's core business, were ¥99,465 million, decreased 2.0% over the previous fiscal year.

Orders received in this segment increased 0.04% year-on-year to ¥97,636 million. The status of orders for each of the main types of work is described below.

### (1) Slope protection projects (slope protection and landslide prevention work)

Orders received increased 8.9% year-on-year to ¥32,857 million due to the increase in orders for slope protection and landslide prevention work in recovery and restoration work related to the Kumamoto Earthquake and in the areas of roadways and dams.

### (2) Foundation and ground improvement projects

Orders received decreased 5.0% from the previous fiscal year to ¥32,462 million. Despite increases in ground improvement work for interim storage facilities in Fukushima Prefecture, orders for restoration-related projects following the Great East Japan Earthquake and at overseas subsidiaries decreased.

### (3) Structural repair and reinforcement projects

Orders received increased 19.5% from the previous fiscal year to ¥3,610 million due to an increase in orders from the Ministry of Land, Infrastructure, Transport and Tourism for bridge repair and reinforcement works.

### (4) Environmental restoration projects

Orders received decreased 18.8% from the previous fiscal year to ¥4,447 million due to a decrease in orders from the Ministry of the Environment and local governments for decontamination work, despite an increase in orders from the private-sector for soil contamination countermeasures work.

### (5) Building construction projects

Orders received decreased 3.3% from the previous fiscal year to ¥15,946 million due to a decrease in large-scale construction projects at consolidated subsidiaries, despite steady orders for condominium construction in the Tokyo metropolitan area.

### (6) General civil engineering and other projects

Orders received increased 0.8% from the previous fiscal year to ¥8,311 million due to an increase in orders from local governments for conduit work.

## MID-TERM BUSINESS STRATEGY AND RELATED ISSUES

Under these circumstances, the Raito Kogyo Group is endeavoring to address the following issues in efforts to secure adequate business volumes across the Group and to improve our earning capabilities.

### (1) Strictly adhere to safety and health management and quality management

The Group will strive to build a reputation as a safe, reliable and trustworthy company by complying with all laws and regulations, and notifications related to workplace safety and health under the basic philosophy of "respect for human life and safety first," and by strengthening quality management with a thorough commitment.

### (2) Strengthen marketing and construction capabilities in the specialized civil engineering field

The Group is committed to secure a comprehensive volume of business by clearly ascertaining customer needs and concentrating and shifting management resources so as to ensure their effective and efficient utilization, while at the same time, strengthening the Company's marketing operations at all our bases, including the Group companies, and improving customer trust and construction efficiency.

### (3) Maintain stable profitability in the building construction field

The Group will enrich its employee education and strengthen organizational power to ensure safety and quality and aim to raise customer satisfaction. We will also deepen relationships with existing customers and expand the range of our marketing by actively entering new fields, particularly growth markets, as we strive to maintain stable profitability.

### (4) Improve profitability in overseas business segments

We will strive to improve profitability by augmenting risk assessments through strengthening market surveys at each base, and constructing business strategies that place priority on profitability while actively utilizing new schemes, such as through alliances, etc. with local companies, expanding marketing areas and engineering expertise, and optimizing the allocation of management resources.

### (5) Strengthen technology development capacity

We will respond to the construction industry's changes, and next-generation markets while pursuing research and development for the creation of new markets by innovative approaches. For example, we will bolster our initiatives for new technology development through the utilization of ICT (Information and Communications Technology) and the like, and develop machines that improve construction efficiency.

### (6) Reinforce our management and financial foundations

We will also further reinforce our management and financial foundations by promoting management efficiency through the appropriate allocation of fixed costs and the utilization of ICT and strengthening profitability so as to enable the securing of stable profit, while aggressively carrying out investments in the business divisions that lead to the next generation and making efforts to secure and develop the Group's core human resources.

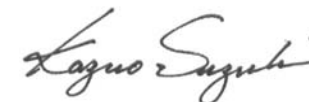
## OUTLOOK

In the fiscal year ending March 31, 2019, government construction investment and private-sector construction investment are expected to remain flat from the previous fiscal year, and a favorable market environment is expected to continue.

In these conditions, we will strive to strengthen marketing capacity in the specialized civil engineering field at each of our bases, including Group companies, and to secure business volume. In addition, we will endeavor to generate profits by continuing with selective order intakes, emphasizing profitability as well as by focusing on reducing cost of sales and fixed costs.

We will also aim to generate the necessary income for the Group overall by further developing the construction business and overseas business.

In the next fiscal year, we forecast consolidated net sales of ¥101,000 million, operating income of ¥9,500 million, ordinary income of ¥9,600 million, and net income attributable to owners of parent of ¥6,500 million.



Kazuo Suzuki  
President



## CORPORATE GOVERNANCE

### FUNDAMENTAL POLICY

The Raito Kogyo Group fundamental policy on corporate governance places the utmost emphasis on maintaining a sound management structure and associated systems. In this manner, the Group is better positioned to bring to fruition its corporate philosophy of enhancing the prosperity of all stakeholders including customers, shareholders and employees.

### CORPORATE GOVERNANCE FRAMEWORK

#### Management structure and oversight/supervisory systems

Raito Kogyo maintains a Board of Directors comprised of eleven members, two of whom are appointed from outside the Company. At the same time, Raito Kogyo has established a three-member Board of Corporate Auditors, two of whom are appointed from outside the Company. In principle, the Board of Directors meets once a month. Special meetings of the Board of Directors are held, however, as and when required. In addition to its role as the ultimate decision-making authority for the Company, the Board of Directors also monitors and supervises management while overseeing the status of business execution by each director.

At the time Board of Directors' meetings are held, the representative director and outside director also engage in roundtable discussions to promote the open and free exchange of opinions. Through these and other means, steps are taken to enhance the objectivity of management decisions and to bolster the monitoring function.

Raito Kogyo has adopted a corporate auditor system. In addition to establishing a three-member Board of Corporate Auditors, this system ensures that corporate auditors attend meetings of the Board of Directors and important management committees. This strengthens oversight, helps to promote sound management and increases transparency.

The independent auditors undertake accounting audits of Raito Kogyo's financial statements on both a consolidated and non-consolidated basis. There are no vested interests of any note between Raito Kogyo and its independent auditor, or with the officers of the independent auditor who conduct the Company's audit.

Raito Kogyo ensures the integrity of its internal control system through the aforementioned structure and systems.

### COMPLIANCE FRAMEWORK

Raito Kogyo has established the Compliance Promotion Committee, and has also instituted a fundamental policy on compliance along with the Raito Kogyo Group Corporate Code of Conduct.

These steps reflect the Company's commitment to adhering strictly to the highest standards of corporate ethics and complying with all statutory and regulatory requirements in its business activities.

### STATUS OF SYSTEM OF INTERNAL CONTROLS

On May 19, 2006, the Board of Directors decided to develop a fundamental policy on internal controls to guide the development of systems aimed at ensuring that the execution of duties by directors is in compliance with relevant laws, regulations and the articles of association, and that other management practices are consistently proper. Raito Kogyo continues to develop internal controls based on this policy, while making required revisions or improvements in response to any changes in the business environment.

### TIMELY DISCLOSURE

Raito Kogyo is fully cognizant of the importance of corporate governance in further enhancing management transparency. The Company recognizes the importance of early disclosure of all relevant information to investors relating to financial results and performance. The Corporate Planning Department oversees the implementation of various IR activities, including financial results announcements, investor presentations and the disclosure of investor-related information through media channels such as the corporate web site.

### RISK MANAGEMENT SYSTEM

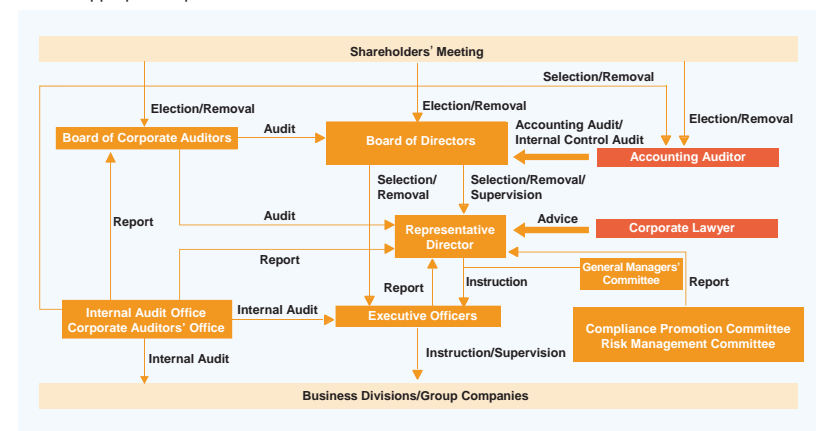
In order to improve the Group's ability to respond to and address risks that have the potential to significantly impact its operations, Raito Kogyo has established the Internal Crisis Management Committee. By identifying and preventing risks in advance, the Group is better positioned to avoid any consequent repercussions. Moreover, the Group will work to stabilize its operations and management in a bid to further enhance its ability to respond appropriately when a crisis arises.

### INTERNAL AUDITS

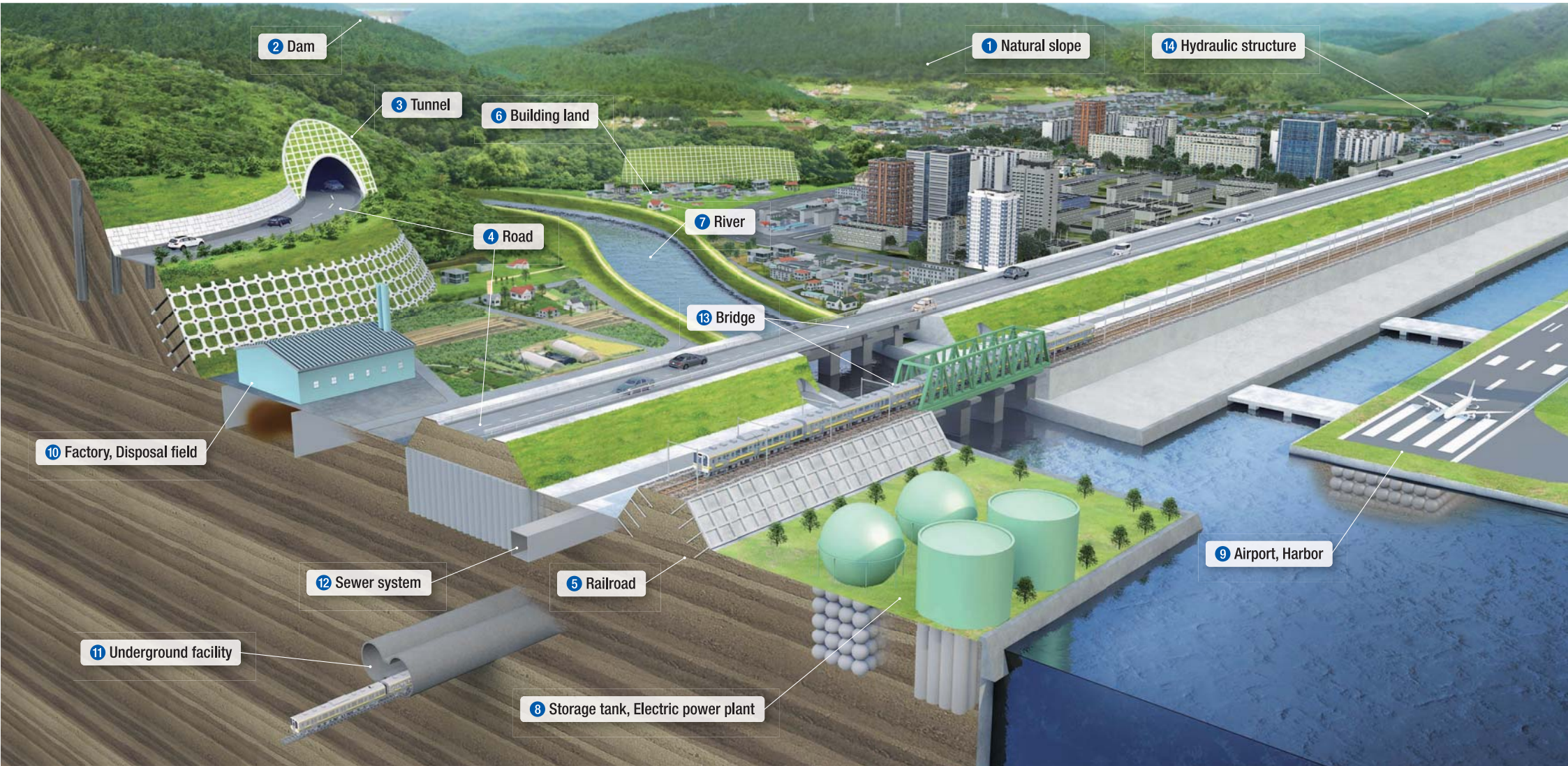
The Internal Audit Office, which comprised three members of staff, fulfills various internal audit functions. Based on annual auditing plans, it reviews the appropriateness of business execution and the effectiveness of internal controls. Internal audit results are reported to the corporate auditors and to the representative director.

### STATUS OF ESTABLISHMENT OF SYSTEM TO OPTIMIZE SUBSIDIARY OPERATIONS

In order to ensure appropriate operations at subsidiaries, Raito Kogyo holds briefings for its subsidiaries based on the Basic Compliance Policy and the Raito Kogyo Group's Code of Conduct, thus ensuring familiarity. This process establishes and improves compliance and risk management systems and ensures appropriate operations.







|  |  |
|--|--|
| <b>1. Natural slope</b>  |  |
| Steep slope failure prevention                                   | Slope protection                         |
| Landslide prevention   | Slope protection                         |
| <b>2. Dam</b>  |  |
| Protection of cut slope  | Slope protection                         |
| <b>3. Tunnel</b>   |  |
| Protection of slope at mine mouth of tunnel                      | Slope protection                         |
| Repair and protection of old tunnels                             | Repair and reinforcement of construction |
| <b>4. Road</b>   |  |
| Protection of cut slope  | Slope protection                         |
| Prevention of settlement and prevention of sliding of embankment | Soil improvement                         |

|  |                                     |
|--|-------------------------------------|
| <b>5. Railroad</b>   |                                     |
| Prevention of settlement and prevention of sliding of embankment | Soil improvement                    |
| Seismic strengthening of embankment                              | Ground reinforcement                |
| Protection of cut slope  | Slope protection                    |
| <b>6. Building land</b>  |                                     |
| Protection of cut slope  | Slope protection                    |
| Prevention of settlement   | Soil improvement                    |
| <b>7. River</b>  |                                     |
| Leakage control of levee body                                    | Consecutive underground wall        |
| Vegetation of levee body   | Slope protection                    |
| Earthquake strengthening of tide embankment                      | Soil improvement, Chemical grouting |

|  |                                     |
|--|-------------------------------------|
| <b>8. Storage tank, Electric power plant</b> |                                     |
| Liquefaction prevention                      | Chemical grouting                   |
| Prevention of settlement                     | Soil improvement                    |
| Cutoff wall                                  | Underground continuous wall         |
| <b>9. Airport, Harbor</b>                    |                                     |
| Liquefaction prevention                      | Chemical grouting                   |
| Prevention of settlement                     | Soil improvement                    |
| Reinforcement of quay                        | Soil improvement, Chemical grouting |
| <b>10. Factory, Disposal field</b>           |                                     |
| Leakage prevention of contamination          | Consecutive underground wall        |

|  |  |
|--|--|
| <b>11. Underground facility</b>                        |  |
| Protection of launching and arriving of shield machine | Chemical grouting                        |
| Cutoff of defective part of retaining wall             | Chemical grouting                        |
| <b>12. Sewer system</b>                                |  |
| Installation of pipe                                   | Pipe installation                        |
| Improvement of earthquake performance of manhole       | Pipe installation                        |
| <b>13. Bridge</b>                                      |  |
| Repair and protection of bridge                        | Repair and reinforcement of construction |
| <b>14. Hydraulic structure</b>                         |  |
| Repair of channel, sluiceway, sluice pipe              | Repair and reinforcement of construction |



## RAITO KOGYO AT A GLANCE

### SLOPE PROTECTION PROJECTS

This sector includes engineering and construction works to protect slopes from degradation or weathering and to prevent disasters due to landslip, landslide, slope failure, mudslide or flooding. Orders received in the fiscal year under review totaled ¥32,857 million and segment revenues from completed projects amounted to ¥31,063 million.



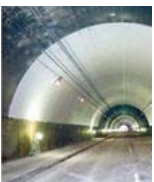
### GROUND IMPROVEMENT PROJECTS

Structural foundation and soft-ground stabilization works help to prevent ground subsidence or liquefaction during an earthquake. Orders received in the fiscal year under review totaled ¥32,462 million, while segment revenues from completed projects were ¥32,874 million.



### STRUCTURAL REPAIR PROJECTS

Activities in this sector include diagnostic survey and structural repair work for tunnels, bridges, sewage systems and other structures. Orders received in the fiscal year under review amounted to ¥3,610 million. Segment revenues from completed projects were ¥3,710 million.

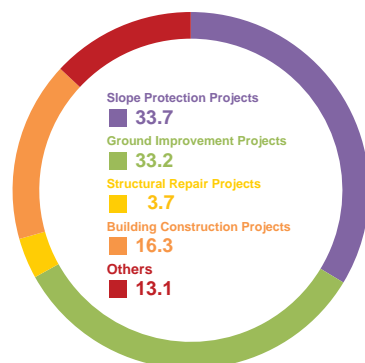


### BUILDING CONSTRUCTION PROJECTS

Through its building construction projects, the Company is largely engaged in the construction of condominiums. Raito Kogyo is particularly well versed in the construction of special-purpose condominiums, including those used by the elderly, as well as one-room condominiums for the singles demographic. Sales in both of these areas continue to expand. Orders received during the fiscal year under review totaled ¥15,946 million, while segment revenues from completed projects amounted to ¥18,292 million.

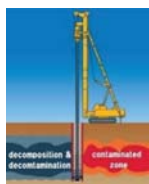


### ORDERS RECEIVED BY TYPE OF WORK (%)



### OTHERS

In addition to anti-pollution projects, this segment spans a variety of engineering and construction works, including the installation of sewage mains or other public utility conduits. Orders received in the fiscal year under review were ¥12,758 million and segment revenues from completed projects amounted to ¥13,525 million.



## TECHNICAL TOPICS

Raito Kogyo is engaged in a broad range of research and development activities in an effort to respond to changes in market trends, expand its scope of business activities and upgrade technologies in each business segment. To this end, the Company is also active in joint R&D, and aggressively pursues joint-development opportunities with institutions in and out of the construction industry, universities and government authorities including the Ministry of Land, Infrastructure and Transport and Tourism. R&D expenditures for the fiscal year under review were ¥559 million.

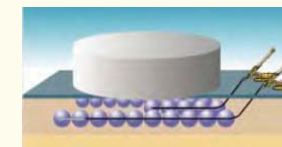
### ANTI-LIQUEFACTION AND EARTHQUAKE-RESISTANT SOIL TREATMENT

Raito Kogyo continues to actively pursue research and development in the field of anti-liquefaction soil treatment utilizing chemical grouting as a means of stabilization. Maxperm Grouting method facilitates the long-term effects of improvement and stabilization by using a highly durable grout. Utilized in areas such as air and sea ports, this soft-ground stabilization and anti-liquefaction soil treatment is attracting wide acclaim.



### NAVIGATIONAL DRILLING SYSTEM

The navigational drilling system enables highly accurate curved drilling utilizing double-wall rod strings. Distinguished by the use of a double-wall system, the navigational drilling can be freely used in conjunction with a variety of existing chemical grouting and soil remediation methods. By applying this method, greater efficiencies can be achieved in soil remediation works. The navigation drilling system is ideal for remediation in areas immediately beneath active plants and factories, condominiums, gas stations and petroleum storage tanks. This system can expand remediation capabilities by allowing the injection of materials that decompose contaminants without being hampered by underground structures and obstacles.



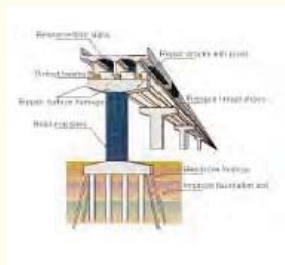
## SOIL REMEDIATION TECHNOLOGY



For many years, Raito Kogyo has conducted research and development on soil remediation technology as a long-standing strength of the Company. In particular, Raito Kogyo introduced the Steam Enhanced Remediation (SER) method in an effort to treat soil contaminated by volatile organic compounds and petroleum-derived hydrocarbons. After a series of performance tests, the SER method was proved to be effective with outstanding results. In addition, the Company successfully developed the Eco Clay Wall method. This method serves to contain the contaminated ground by installing cut off walls without producing spoils during excavation. With a clay base material, the wall offers long-term stability and durability. At the same time, the plastic nature of the wall provides protection against cracking in the event of an earthquake.

## CONSOLIDATED FINANCIAL STATEMENTS

## AGING CONCRETE REPAIR TECHNOLOGY



With the passing of time, newly constructed facilities enter a period of maintenance and repair. Basic infrastructure encompassing tunnels, bridges, roadways and viaducts are not exempt. While new structures continue to be built, adequate maintenance and repair of existing infrastructure plays an important role in safety and stability. In the maintenance and repair of basic structures, Raito Kogyo conducts detailed onsite inspections and analysis. Based on the results, the Company proposes the best method to effectively address structural damage and deterioration.

## GROUND IMPROVEMENT



Raito Kogyo has been a major player also in the ground improvement field in Japan and the U.S. The soft ground is improved to resist settlement and deformation by applying various technologies such as chemical grouting, jet grouting, shallow and deep soil mixing. Raito has capabilities to apply all these technologies so that the most efficient technology is proposed to address unique site and ground conditions as well as client needs. Raito Kogyo has continuously upgraded these technologies to widen the range of application and improve cost efficiency.

March 31, 2018



## CONSOLIDATED BALANCE SHEETS

| March 31, 2018 and 2017  | Thousands of<br>U.S. dollars (Note 1) |          |
|--|---------------------------------------|----------|
|  | 2018                                  | 2017     |
| <b>ASSETS</b>  |                                       |          |
| <b>Current assets:</b>   |                                       |          |
| Cash and time deposits (Note 3)  | ¥20,677                               | ¥20,739  |
| Notes and accounts receivable — trade                                      | 34,401                                | 33,536   |
| Securities   | 4,599                                 | 3,099    |
| Accumulated construction cost in progress (Note 4)                         | 4,349                                 | 5,955    |
| Merchandise and finished goods (Note 4)                                    | 17                                    | 18       |
| Work in process (Note 4)   | 0                                     | 0        |
| Raw materials and supplies (Note 4)  | 349                                   | 284      |
| Accounts receivable — other  | 258                                   | 137      |
| Deferred tax assets (Note 16)  | 849                                   | 752      |
| Other current assets   | 1,304                                 | 967      |
| Allowance for doubtful accounts  | (56)                                  | (65)     |
| Total current assets   | 66,752                                | 65,426   |
| <b>Non-current assets:</b>   |                                       |          |
| <b>Property, plant and equipment</b>                                       |                                       |          |
| Buildings and structures   | 10,988                                | 8,920    |
| Accumulated depreciation   | (5,377)                               | (5,200)  |
| Buildings and structures, net (Note 10)                                    | 5,611                                 | 3,720    |
| Machinery, vehicles and equipment  | 22,290                                | 22,015   |
| Accumulated depreciation   | (19,336)                              | (19,597) |
| Machinery, vehicles and equipment, net                                     | 2,953                                 | 2,417    |
| Land (Notes 7 and 10)  | 10,346                                | 9,017    |
| Lease assets   | 339                                   | 503      |
| Accumulated depreciation   | (260)                                 | (359)    |
| Lease assets, net  | 79                                    | 144      |
| Construction in progress   | 37                                    | 328      |
| Total property, plant and equipment  | 19,027                                | 15,628   |
| <b>Intangible assets:</b>  |                                       |          |
| Other  | 183                                   | 158      |
| Total intangible assets  | 183                                   | 158      |
| <b>Investments and other assets:</b>                                       |                                       |          |
| Investment securities (Notes 5 and 8)                                      | 3,801                                 | 3,194    |
| Long-term prepaid expenses   | 1,049                                 | 1,010    |
| Claims provable in bankruptcy, claims provable in rehabilitation and other | 13                                    | 13       |
| Real estate for investment   | 406                                   | 1,470    |
| Deferred tax assets (Note 16)  | 265                                   | 469      |
| Net defined benefit asset  | 693                                   | 141      |
| Others   | 1,953                                 | 1,968    |
| Allowance for doubtful accounts  | (382)                                 | (391)    |
| Total investments and other assets   | 7,801                                 | 7,876    |
| Total non-current assets   | 27,012                                | 23,663   |
| Total assets   | ¥93,765                               | ¥89,090  |

The accompanying notes are an integral part of this statement.

| March 31, 2018 and 2017                                | Thousands of<br>U.S. dollars (Note 1) |         |
|--|---------------------------------------|---------|
|  | 2018                                  | 2017    |
| <b>LIABILITIES</b>                                     |                                       |         |
| <b>Current liabilities:</b>                            |                                       |         |
| Notes and accounts payable — trade                     | ¥19,751                               | ¥20,077 |
| Short-term bank loans payable (Notes 9 and 10)         | 950                                   | 1,100   |
| Current portion of long-term loans payable (Note 10)   | 15                                    | 15      |
| Accrued income taxes                                   | 1,138                                 | 2,217   |
| Advance received on uncompleted contracts              | 4,424                                 | 5,453   |
| Provision for warranties for completed construction    | 111                                   | 99      |
| Allowance for anticipated loss on contract work        | 116                                   | 41      |
| Accrued expenses                                       | 2,425                                 | 2,005   |
| Other current liabilities                              | 4,945                                 | 3,724   |
| Total current liabilities                              | 33,879                                | 34,734  |
| <b>Non-current liabilities:</b>                        |                                       |         |
| Long-term loans payable (Note 10)                      | 92                                    | 108     |
| Deferred tax liabilities for land revaluation (Note 7) | 852                                   | 852     |
| Long-term accrued amount payable                       | 47                                    | 47      |
| Lease obligations                                      | 26                                    | 89      |
| Deferred tax liabilities (Note 16)                     | 2                                     | 2       |
| Provision for stock benefits for directors             | 17                                    | -       |
| Other non-current liabilities                          | 60                                    | 60      |
| Total non-current liabilities                          | 1,100                                 | 1,161   |
| Total liabilities                                      | 34,980                                | 35,895  |
| <b>NET ASSETS</b>                                      |                                       |         |
| <b>Shareholders' equity:</b>                           |                                       |         |
| Capital stock  | 6,119                                 | 6,119   |
| Capital surplus  | 6,358                                 | 6,358   |
| Retained earnings                                      | 47,715                                | 42,486  |
| Treasury stock (Note 12)                               | (1,791)                               | (1,701) |
| Total shareholders' equity (Note 13)                   | 58,401                                | 53,262  |
| <b>Other accumulated comprehensive income:</b>         |                                       |         |
| Valuation difference on available-for-sale securities  | 823                                   | 651     |
| Revaluation reserve for land (Note 7)                  | (962)                                 | (962)   |
| Foreign currency translation adjustment                | 488                                   | 606     |
| Remeasurements of defined benefit plans (Note 11)      | 34                                    | (363)   |
| Total other accumulated comprehensive income           | 383                                   | (68)    |
| Total net assets                                       | 58,785                                | 53,194  |
| Total liabilities and net assets                       | ¥93,765                               | ¥89,090 |

The accompanying notes are an integral part of this statement.

## CONSOLIDATED STATEMENTS OF INCOME

|   | Millions of yen |          | Thousands of<br>U.S. dollars (Note 1) |
|---|-----------------|----------|---------------------------------------|
| For the years ended March 31, 2018 and 2017         | 2018            | 2017     | 2018                                  |
| <b>Net sales:</b>                                   |                 |          |                                       |
| Net sales of completed construction contracts       | ¥99,465         | ¥101,535 | \$936,141                             |
| Net sales of sideline business                      | 659             | 781      | 6,202                                 |
| Total net sales                                     | 100,125         | 102,317  | 942,352                               |
| <b>Cost of sales:</b>                               |                 |          |                                       |
| Cost of sales of completed construction contracts   | 80,978          | 82,606   | 762,145                               |
| Cost of sales on sideline business                  | 548             | 666      | 5,157                                 |
| Total cost of sales                                 | 81,526          | 83,273   | 767,303                               |
| <b>Gross profit:</b>                                |                 |          |                                       |
| Gross profit of completed construction contracts    | 18,487          | 18,929   | 173,995                               |
| Gross profit on sideline business                   | 111             | 114      | 1,044                                 |
| Total gross profit                                  | 18,598          | 19,044   | 175,040                               |
| <b>Selling, general and administrative expenses</b> | 9,647           | 9,244    | 90,795                                |
| <b>Operating income</b>                             | 8,950           | 9,799    | 84,235                                |
| <b>Non-operating income:</b>                        |                 |          |                                       |
| Interest income                                     | 33              | 40       | 310                                   |
| Dividends income                                    | 102             | 81       | 960                                   |
| Royalty income                                      | 12              | 21       | 112                                   |
| Insurance proceeds                                  | 74              | 6        | 696                                   |
| Rent income on non-current assets                   | 161             | 153      | 1,515                                 |
| Other   | 104             | 79       | 978                                   |
| Total non-operating income                          | 489             | 382      | 4,602                                 |
| <b>Non-operating expenses:</b>                      |                 |          |                                       |
| Interest expenses                                   | 21              | 25       | 197                                   |
| Loss on sales of notes payable                      | 1               | 1        | 9                                     |
| Commission fee                                      | 9               | 88       | 84                                    |
| Guarantee commission                                | 59              | 35       | 555                                   |
| Cost of lease revenue                               | 70              | 44       | 658                                   |
| Foreign exchange loss                               | 31              | 8        | 291                                   |
| Other   | 37              | 55       | 348                                   |
| Total non-operating expenses                        | 231             | 259      | 2,174                                 |
| <b>Ordinary income</b>                              | 9,209           | 9,922    | 86,672                                |
| <b>Extraordinary income:</b>                        |                 |          |                                       |
| Gain on sales of non-current assets                 | 29              | 51       | 272                                   |
| Gain on sales of investment securities              | -               | 1        | -                                     |
| Total extraordinary income                          | 29              | 53       | 272                                   |
| <b>Extraordinary loss:</b>                          |                 |          |                                       |
| Office transfer expenses                            | 101             | -        | 950                                   |
| Settlement package                                  | 30              | -        | 282                                   |
| Impairment loss                                     | -               | 64       | -                                     |
| Loss on sales and retirement of non-current assets  | 12              | 89       | 112                                   |
| Loss on sales of investment securities              | -               | 16       | -                                     |
| Special extra retirement payments                   | 15              | 46       | 141                                   |
| Loss on valuation of golf club membership           | -               | 7        | -                                     |
| Total extraordinary losses                          | 160             | 223      | 1,505                                 |
| <b>Income before income taxes</b>                   | 9,078           | 9,752    | 85,440                                |
| Income taxes-current                                | 2,667           | 3,236    | 25,101                                |
| Income taxes-deferred                               | (135)           | (285)    | (1,270)                               |
| Total Income taxes                                  | 2,532           | 2,951    | 23,830                                |
| <b>Net income</b>                                   | 6,546           | 6,801    | 61,609                                |
| <b>Net income attributable to owners of parent</b>  | ¥6,546          | ¥6,801   | \$61,609                              |

The accompanying notes are an integral part of this statement.

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

|  | Millions of yen |        | Thousands of<br>U.S. dollars (Note 1) |
|--|-----------------|--------|---------------------------------------|
| For the years ended March 31, 2018 and 2017                    | 2018            | 2017   | 2018                                  |
| <b>Net Income</b>  | ¥6,546          | ¥6,801 | \$61,609                              |
| <b>Other comprehensive income:</b>                             |                 |        |                                       |
| Valuation difference on available-for-sale securities          | 171             | 429    | 1,609                                 |
| Foreign currency translation adjustment                        | (118)           | (10)   | (1,110)                               |
| Retirement benefit adjustment                                  | 398             | 678    | 3,745                                 |
| Total other comprehensive income (Note 15)                     | 452             | 1,097  | 4,254                                 |
| <b>Comprehensive income (Note 15)</b>                          | 6,998           | 7,898  | 65,863                                |
| (Breakdown)  |                 |        |                                       |
| Comprehensive income attributable to owners of the parent      | 6,998           | 7,898  | 65,863                                |
| Comprehensive income attributable to non-controlling interests | ¥ -             | ¥ -    | \$ -                                  |

The accompanying notes are an integral part of this statement.

## CONSOLIDATED STATEMENTS OF CHANGES IN EQUITY

|  | Millions of yen      |                 |                   |                |                             |   |                              |   |  |  |         | Total net assets |
|--|----------------------|-----------------|-------------------|----------------|-----------------------------|---|------------------------------|---|--|--|---------|------------------|
|  | Shareholders' equity |                 |                   |                |                             | Other accumulated comprehensive income                |                              |   |  |  |         |                  |
|  | Capital stock        | Capital surplus | Retained earnings | Treasury stock | Total share-holders' equity | Valuation difference on available-for-sale securities | Revaluation reserve for land | Foreign currency translation adjustment | Remeasure-ments of defined benefit plans | Total other accumulated comprehensive income |         |                  |
| Balance at March 31, 2016                            | 6,119                | 6,358           | 36,715            | (1,700)        | 47,492                      | 222   | (940)                        | 616                                     | (1,041)                                  | (1,142)                                      | 46,349  |                  |
| Dividends from surplus                               |                      |                 | (1,053)           |                | (1,053)                     |   |                              |   |  |  | (1,053) |                  |
| Net income attributable to owners of parent          |                      |                 | 6,801             |                | 6,801                       |   |                              |   |  |  | 6,801   |                  |
| Increase in treasury stock                           |                      |                 |                   | (0)            | (0)                         |   |                              |   |  |  | (0)     |                  |
| Reversal of revaluation reserve for land             |                      |                 | 22                |                | 22                          |   |                              |   |  |  | 22      |                  |
| Net changes of items other than shareholders' equity |                      |                 |                   |                |                             | 429   | (22)                         | (10)                                    | 678                                      | 1,074  | 1,074   |                  |
| Balance at March 31, 2017                            | 6,119                | 6,358           | 42,486            | (1,701)        | 53,262                      | 651   | (962)                        | 606                                     | (363)                                    | (68)   | 53,194  |                  |
| Dividends from surplus                               |                      |                 | (1,316)           |                | (1,316)                     |   |                              |   |  |  | (1,316) |                  |
| Net income attributable to owners of parent          |                      |                 | 6,546             |                | 6,546                       |   |                              |   |  |  | 6,546   |                  |
| Increase in treasury stock                           |                      |                 |                   | (90)           | (90)                        |   |                              |   |  |  | (90)    |                  |
| Reversal of revaluation reserve for land             |                      |                 |                   |                |                             |   |                              |   |  |  |         |                  |
| Net changes of items other than shareholders' equity |                      |                 |                   |                |                             | 171   | -                            | (118)                                   | 398                                      | 452  | 452     |                  |
| Balance at March 31, 2018                            | ¥6,119               | ¥6,358          | ¥47,715           | ¥(1,791)       | ¥58,401                     | ¥823  | ¥(962)                       | ¥488                                    | ¥34                                      | ¥383   | ¥58,785 |                  |

|  | Thousands of U.S. dollars |                 |                   |                |                             |   |                              |   |  |  |                  |
|--|---------------------------|-----------------|-------------------|----------------|-----------------------------|---|------------------------------|---|--|--|------------------|
|  | Shareholders' equity      |                 |                   |                |                             | Other accumulated comprehensive income                |                              |   |  |  | Total net assets |
|  | Capital stock             | Capital surplus | Retained earnings | Treasury stock | Total share-holders' equity | Valuation difference on available-for-sale securities | Revaluation reserve for land | Foreign currency translation adjustment | Remeasure-ments of defined benefit plans | Total other accumulated comprehensive income |                  |
| Balance at March 31, 2017                            | \$57,590                  | \$59,840        | \$399,868         | \$(16,009)     | \$501,289                   | \$6,127   | \$(9,054)                    | \$5,703                                 | \$(3,416)                                | \$(640)                                      | \$500,649        |
| Dividends from surplus                               |                           |                 | (12,385)          |                | (12,385)                    |   |                              |   |  |  | (12,385)         |
| Net income attributable to owners of parent          |                           |                 | 61,609            |                | 61,609                      |   |                              |   |  |  | 61,609           |
| Increase in treasury stock                           |                           |                 |                   | (847)          | (847)                       |   |                              |   |  |  | (847)            |
| Reversal of revaluation reserve for land             |                           |                 |                   |                |                             |   |                              |   |  |  |                  |
| Net changes of items other than shareholders' equity |                           |                 |                   |                |                             | 1,609   | -                            | (1,110)                                 | 3,745                                    | 4,254  | 4,254            |
| Balance at March 31, 2018                            | \$57,590                  | \$59,840        | \$449,082         | \$(16,856)     | \$549,656                   | \$7,745   | \$(9,054)                    | \$4,592                                 | \$320                                    | \$3,604                                      | \$553,270        |

The accompanying notes are an integral part of this statement.

## CONSOLIDATED STATEMENTS OF CASH FLOWS

| For the years ended March 31, 2018 and 2017                                    | Millions of yen |          | Thousands of U.S. dollars (Note 1) |  |
|--|-----------------|----------|------------------------------------|--|
|  | 2018            | 2017     | 2018                               |  |
| <b>Cash flows from operating activities</b>                                    |                 |          |                                    |  |
| Income before income taxes   | ¥9,078          | ¥9,752   | \$85,440                           |  |
| Depreciation and amortization  | 1,449           | 1,413    | 13,637                             |  |
| Impairment of non-current assets   | -               | 64       | -                                  |  |
| Loss on retirement of non-current assets                                       | 8               | 12       | 75                                 |  |
| Increase (decrease) in allowance for doubtful accounts                         | (18)            | (51)     | (169)                              |  |
| Increase (decrease) in provision for warranties for completed construction     | 12              | (24)     | 112                                |  |
| Increase (decrease) in provision for loss on construction contracts            | 75              | (181)    | 705                                |  |
| Increase (decrease) in net defined benefit asset                               | (551)           | (141)    | (5,185)                            |  |
| Increase (decrease) in net defined benefit liability                           | -               | (578)    | -                                  |  |
| Increase (decrease) in provision for stock benefits for directors              | 17              | -        | 160                                |  |
| Interest and dividends of income   | (136)           | (121)    | (1,280)                            |  |
| Interest expenses  | 21              | 25       | 197                                |  |
| Loss on sales of notes receivable - trade                                      | 1               | 1        | 9                                  |  |
| Loss (gain) on valuation of investment securities                              | -               | 14       | -                                  |  |
| Decrease (increase) in notes and accounts receivable - trade                   | (882)           | (5,876)  | (8,301)                            |  |
| Decrease (increase) in accumulated construction cost in progress               | 1,605           | (54)     | 15,105                             |  |
| Decrease (increase) in other inventories                                       | (66)            | (22)     | (621)                              |  |
| Increase (decrease) in notes and accounts payable - trade                      | (395)           | 2,711    | (3,717)                            |  |
| Increase (decrease) in advances received on uncompleted construction contracts | (1,025)         | (101)    | (9,647)                            |  |
| Others   | 2,319           | 1,058    | 21,825                             |  |
| Subtotal   | 11,513          | 7,900    | 108,357                            |  |
| Interest income and dividend received (cash basis)                             | 136             | 121      | 1,280                              |  |
| Interest payment (cash basis)  | (21)            | (25)     | (197)                              |  |
| Payments for sales of notes receivable - trade                                 | (1)             | (1)      | (9)                                |  |
| Income taxes paid  | (4,060)         | (3,532)  | (38,211)                           |  |
| Net cash provided by (used in) operating activities                            | 7,565           | 4,461    | 71,200                             |  |
| <b>Net cash provided by (used in) investing activities</b>                     |                 |          |                                    |  |
| Purchase of securities   | (3,999)         | (13,099) | (37,637)                           |  |
| Proceeds from redemption of securities   | 2,499           | 13,600   | 23,520                             |  |
| Purchases of property, plant and equipment                                     | (4,911)         | (3,074)  | (46,221)                           |  |
| Proceeds from sales of property, plant and equipment                           | 40              | 199      | 376                                |  |
| Purchases of intangible assets   | (66)            | (85)     | (621)                              |  |
| Purchases of investment securities   | (214)           | (11)     | (2,014)                            |  |
| Proceeds from sales of investment securities                                   | -               | 979      | -                                  |  |
| Purchase of stocks of subsidiaries and affiliates                              | (152)           | (74)     | (1,430)                            |  |
| Collection of loans receivable from subsidiaries and affiliates                | 4               | 9        | 37                                 |  |
| Collection of loans receivable   | 63              | -        | 592                                |  |
| Payments for investments in real estates                                       | (406)           | (856)    | (3,821)                            |  |
| Proceeds from sales of investments in real estates                             | 1,542           | 647      | 14,512                             |  |
| Others   | (302)           | (575)    | (2,842)                            |  |
| Net cash provided by (used in) investing activities                            | (5,903)         | (2,342)  | (55,557)                           |  |
| <b>Net cash provided by (used in) financing activities</b>                     |                 |          |                                    |  |
| Net increase (decrease) in short-term loans payable                            | (150)           | 200      | (1,411)                            |  |
| Repayment of long-term loans payable   | (15)            | (15)     | (141)                              |  |
| Purchase of treasury stock   | (90)            | (10)     | (847)                              |  |
| Repayments of finance lease obligations  | (63)            | (111)    | (592)                              |  |
| Cash dividends paid  | (1,312)         | (1,050)  | (12,348)                           |  |
| Net cash provided by (used in) financing activities                            | (1,632)         | (978)    | (15,360)                           |  |
| Effect of exchange rate change on cash and cash equivalents                    | (91)            | (7)      | (856)                              |  |
| Net increase (decrease) in cash and cash equivalents                           | (61)            | 1,133    | (574)                              |  |
| Cash and cash equivalents at beginning of the year                             | 20,739          | 19,606   | 195,190                            |  |
| Cash and cash equivalents at end of the year (Note 3)                          | ¥20,677         | ¥20,739  | 194,607                            |  |

The accompanying notes are an integral part of this statement.



## NOTES TO CONSOLIDATED FINANCIAL STATEMENTS

### 1. BASIS OF PREPARATION

The accompanying consolidated financial statements of RAITO KOGYO CO., LTD. (the "Company") and consolidated subsidiaries are translated and compiled from the Japanese consolidated financial statements, which are prepared by the Company on the basis of accounting principles generally accepted in Japan and in accordance with the requirements of the Securities and Exchange Law of Japan. These requirements are different in certain respects from the application and disclosure rules of International Financial Reporting Standards.

The amounts are rounded to the nearest million yen. Therefore, total or subtotal amounts do not correspond with the aggregation of such account balances. The United States dollar amounts presented in the accompanying financial statements are included solely for convenience and are stated, as a matter of arithmetical computation only, at the rate of ¥106.25 = US\$1.00, which was the exchange rate prevailing at March 31, 2018.

### 2. SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES

#### (a) Principles of consolidation

##### i) Consolidated subsidiaries

The consolidated financial statements include the accounts of the Company and its 9 significant subsidiaries: RAITO, INC., ONORYO CO., LTD., AURA CE CO., LTD., RAITO ENGINEERING & CONSTRUCTION LIMITED, MICHINOKU REALIZE CO., LTD., TOHOKU REALIZE CO., LTD., TOKAI REALIZE CO., LTD., KYUSYU REALIZE CO., LTD. and YASASHITE RAITO CO., LTD., after the elimination of all significant intercompany transactions, balances and unrealized profits.

The consolidated financial statements do not include the accounts of FUKUSHIMA REALIZE CO., LTD., NIIGATA REALIZE CO., LTD., YAMAGUCHI REALIZE CO., LTD., NISHINIHON REALIZE CO., LTD., SANYORYOKUKA CO., LTD., RAITO FECON INNOVATIVE GEOTECHNICAL ENGINEERING JSC., RAITO CARE CO., LTD., EDO ENTERPRISE CO., LTD. and SHINSANPEI CONSTRUCTION CO., LTD. since the combined total assets, sales, net income and retained earnings of these subsidiaries are not significant and would not have a material impact on the consolidated financial statements.

##### ii) Equity method

Investments in unconsolidated subsidiaries have been carried at cost. The equity method is not applied to such investments since the effect of applying the equity method in these subsidiaries is not material.

##### iii) Cash and cash equivalents

For the purpose of the consolidated statements of cash flows, the Company and its consolidated subsidiaries consider all highly liquid investments with insignificant risk of changes in value and original maturity of three months or less at the date of acquisition to be cash equivalents.

##### iv) Fiscal year of consolidated subsidiaries

The fiscal years of consolidated subsidiaries are the same as that of the Company.

#### (b) Marketable securities and investments in securities

Held-to-maturity securities are carried based on the amortized cost method.

Marketable available-for-sale securities are carried at fair market value at the fiscal year-end. The cost of securities sold is determined based on the moving-average method. Unrealized holding gain or loss on available-for-sale securities, net of the applicable income taxes, is charged to shareholder's equity.

Non-marketable available-for-sale securities are carried at cost based on the moving-average method. In case of impairment, non-marketable securities are reduced to net realized value by a charge to income.

#### (c) Inventories

Accumulated construction cost in progress is stated at cost determined by the identified cost method.

Merchandise and finished goods, work in progress and raw material and supplies (amounts reduced to their book value due to a decline in profitability) are stated at cost determined by the first-in, first-out method.

#### (d) Property, plant and equipment depreciation

Property, plant and equipment are carried at cost.

Regarding the Company and its domestic subsidiaries, depreciation for buildings, acquired before April 1, 1998, are mainly computed by the declining balance method, and depreciation for buildings acquired after April 1, 1998 and facilities attached to buildings and structures acquired after April 1, 2016 computed by the straight-line method over the applicable useful lives.

Regarding foreign subsidiaries, depreciation is mainly computed by the straight-line method over the estimated useful lives.

#### (e) Software

Software used by the Company and its consolidated subsidiaries is depreciated using the straight-line method, based on the useful life as determined by the Company and its consolidated subsidiaries (5 years).

#### (f) Basis for recording important provisions

##### i) Allowance for doubtful accounts

Allowance for doubtful accounts of the Company and its consolidated subsidiaries are provided as follows:  
For general receivables, allowance is provided at rates derived from historical credit loss experiences.  
For doubtful receivables, allowance is provided at the amount considered uncollectible based on respective assessment on collectability.

##### ii) Provision for warranties for completed construction

A provision for warranties for completed construction is provided at an estimated future amount for the fiscal year under review to cover expenses relating to defects on completed construction.

##### iii) Allowance for anticipated loss on contract work

Accumulated construction cost in progress relating to contract work where a loss is anticipated and the allowance for anticipated loss on contract work are posted separately and not offset. The allowance for anticipated loss on contract work applicable to accumulated construction cost in progress relating to contract work where a loss is anticipated amounts to ¥116 million.

#### iv) Provision for stock benefits for directors

To grant directors with shares of the Company's stock, the Company provides an allowance in an amount accrued during the fiscal year under review based on the estimated amount of benefits.

#### (g) Accounting treatment for retirement benefits

##### i) Method of attributing expected retirement benefits to periods

In the calculation of retirement benefit obligations, expected retirement benefits are attributed to periods up to and including the consolidated fiscal year under review using the benefit formula method.

##### ii) Treatment of actuarial differences and prior service cost

Prior service cost is amortized using the straight-line method over the predetermined period (10 years) which is shorter than the average remaining years of service of eligible employees at the time of incurrence of such cost.

An actuarial difference is amortized proportionately using the straight-line method over the predetermined period (10 years), which is shorter than the average remaining years of service of eligible employees at the time of occurrence in each consolidated fiscal year, beginning with the following consolidated fiscal year.

One of the Company's domestic consolidated subsidiaries posted 100% of the required benefit amount at the end of the consolidated fiscal year under review, using the simplified method.

#### (h) Basis for recording the amount of completed work and the cost of completed work

In accounting for the amount of work completed, the percentage-of-completion method (the cost-to-cost method when estimating construction progress) is applied to the portion of progress where the certainty of results can be confirmed up to the end of the accounting period. For all other work the completed-contract method is applied.

#### (i) Consumption tax

Consumption tax is taken out from all the revenue and expense items and balance sheet items, and recorded separately, except mainly for receivables and payables.

### 3. CASH AND CASH EQUIVALENTS

Reconciliation between cash and time deposits and marketable securities on the consolidated balance sheets as of March 31, 2018 and 2017 and cash and cash equivalents at end of years on the statements of cash flows for the years ended March 31, 2018 and 2017 are as follows:

|   | Millions of yen |         | Thousands of U.S. dollars |
|---|-----------------|---------|---------------------------|
|   | 2018            | 2017    | 2018                      |
| Cash and time deposits on the consolidated balance sheets | <b>¥20,677</b>  | ¥20,739 | <b>\$194,607</b>          |
| Time deposits with terms exceeding 3 months               | -               | -       | -                         |
| Cash and cash equivalents on the statement of cash flows  | <b>¥20,677</b>  | ¥20,739 | <b>\$194,607</b>          |

### 4. INVENTORIES

Inventories as of March 31, 2018 and 2017 comprised the following:

|   | Millions of yen |        | Thousands of U.S. dollars |
|---|-----------------|--------|---------------------------|
|   | 2018            | 2017   | 2018                      |
| Accumulated construction cost in progress                                     | <b>¥4,349</b>   | ¥5,955 | <b>\$40,931</b>           |
| Merchandise and finished goods, work in process and raw material and supplies | <b>366</b>      | 302    | <b>3,444</b>              |
|   | <b>¥4,715</b>   | ¥6,257 | <b>\$44,376</b>           |

### 5. INVESTMENT SECURITIES

Information on investment in securities of non-consolidated subsidiaries and affiliated companies as of March 31, 2018 and 2017 are presented as follows:

|                                   | Millions of yen |      | Thousands of U.S. dollars |
|-----------------------------------|-----------------|------|---------------------------|
|                                   | 2018            | 2017 | 2018                      |
| Investment in securities (shares) | <b>¥575</b>     | ¥437 | <b>\$5,411</b>            |

### 6. NOTES RECEIVABLE - TRADE

Information relating to the balances of discounted notes receivable and endorsed notes receivable as of March 31, 2018 and 2017 are presented as follows:

|                           | Millions of yen |      | Thousands of U.S. dollars |
|---------------------------|-----------------|------|---------------------------|
|                           | 2018            | 2017 | 2017                      |
| Endorsed notes receivable | <b>¥82</b>      | ¥79  | <b>\$771</b>              |

### 7. REVALUATION OF LAND

Under the "Law of Land Revaluation", promulgated on March 31, 1998 and revised on March 31, 2001, the Company has elected a one-time revaluation of its own use land.

The resulting land revaluation excess represents unrealized appreciation of land and is stated, net of income taxes, as a component of shareholders' equity. There is no effect on the statements of operations. Continuous readjustment is not permitted unless the land value subsequently declines significantly such that the amount of the decline in value should be removed from the land revaluation excess account and related deferred tax liabilities.

As of March 31, 2018, the carrying amount of the land after one-time revaluation exceeds the market value by ¥2,517 million (\$23,689 thousand).

### 8. MARKETABLE SECURITIES AND INVESTMENT IN SECURITIES

The market value of listed securities, which are classified as marketable securities, as of March 31, 2018 and 2017, are as follows:

| As of March 31, 2018         | Millions of yen |                   |                        |
|------------------------------|-----------------|-------------------|------------------------|
|                              | Fair Value      |                   |                        |
|                              | Cost            | (Carrying Amount) | Unrealized Gain (Loss) |
| Marketable equity securities | <b>¥1,246</b>   | <b>¥2,375</b>     | <b>¥1,128</b>          |
| Fund trust and other         | <b>49</b>       | <b>52</b>         | <b>2</b>               |
|                              | <b>¥1,296</b>   | <b>¥2,427</b>     | <b>¥1,130</b>          |

| As of March 31, 2017         | Millions of yen |                   |                        |
|------------------------------|-----------------|-------------------|------------------------|
|                              | Fair Value      |                   |                        |
|                              | Cost            | (Carrying Amount) | Unrealized Gain (Loss) |
| Marketable equity securities | <b>¥1,416</b>   | <b>¥2,295</b>     | <b>¥879</b>            |
| Fund trust and other         | <b>49</b>       | <b>51</b>         | <b>1</b>               |
|                              | <b>¥1,466</b>   | <b>¥2,347</b>     | <b>¥881</b>            |

| As of March 31, 2018         | Thousands of U.S. dollars |                   |                        |
|------------------------------|---------------------------|-------------------|------------------------|
|                              | Fair Value                |                   |                        |
|                              | Cost                      | (Carrying Amount) | Unrealized Gain (Loss) |
| Marketable equity securities | <b>\$11,727</b>           | <b>\$22,352</b>   | <b>\$10,616</b>        |
| Fund trust and other         | <b>461</b>                | <b>489</b>        | <b>18</b>              |
|                              | <b>\$12,197</b>           | <b>\$22,842</b>   | <b>\$10,635</b>        |

### 9. SHORT-TERM BANK LOANS PAYABLE

In order to ensure the efficient use and management of working capital, the Raito Kogyo Group has concluded overdraft and commitment lines of credit agreements with five banks. The total amount under overdraft and commitment lines of credit agreements as of the end of the fiscal year under review stood at ¥9,625 million (\$90,588 thousand).

### 10. PLEDGED ASSETS AND SECURED LIABILITIES

Details of assets pledged as collateral as of March 31, 2018 and 2017 are presented as follows.

|           | Millions of yen |      | Thousands of U.S. dollars |
|-----------|-----------------|------|---------------------------|
|           | 2018            | 2017 | 2018                      |
| Buildings | <b>¥258</b>     | ¥267 | <b>\$2,428</b>            |
| Land      | <b>336</b>      | 336  | <b>3,162</b>              |
| Total     | <b>¥595</b>     | ¥604 | <b>\$5,600</b>            |

Details of secured liabilities as of March 31, 2018 and 2017 are presented as follows.

|  | Millions of yen |      | Thousands of U.S. dollars |
|--|-----------------|------|---------------------------|
|  | 2018            | 2017 | 2018                      |
| Short-term bank loans payable              | <b>¥50</b>      | ¥50  | <b>\$470</b>              |
| Current portion of long-term loans payable | <b>15</b>       | 15   | <b>141</b>                |
| Long-term loans payable                    | <b>92</b>       | 108  | <b>865</b>                |
| Total                                      | <b>¥158</b>     | ¥174 | <b>\$1,487</b>            |

### 11. EMPLOYEES' RETIREMENT BENEFIT AND PENSION PLAN

Consolidated fiscal year under review (from April 1, 2017, to March 31, 2018)

#### 1. Overview of adopted retirement benefit plans

The Company and some of its consolidated subsidiaries have a savings-type defined benefit plan and a defined contribution plan to cover employees' retirement benefits.

The defined benefit corporate pension plan provides lump-sum payments or pensions according to the amount of benefit and length of service.

Retirement benefit trusts are established under the lump-sum retirement allowance plan.

The lump-sum retirement allowance plan provides, as retirement benefits, lump-sum payments according to the amount of salary and length of service.

Some of the consolidated subsidiaries calculate retirement benefit obligations and expenses using a simplified method, wherein retirement benefits payable at the term end for personal reasons are regarded as retirement benefit obligations.

#### 2. Defined benefit plan

- (1) Adjustments to retirement benefit obligation at beginning of term and at end of term

|  | Millions of yen |        | Thousands of U.S. dollars |
|--|-----------------|--------|---------------------------|
|  | 2018            | 2017   | 2018                      |
| Retirement benefit obligation at beginning of term   | <b>¥7,567</b>   | ¥7,712 | <b>\$71,218</b>           |
| Service cost   | <b>363</b>      | 361    | <b>3,416</b>              |
| Interest expense                                     | <b>44</b>       | 45     | <b>414</b>                |
| Actuarial difference amounts incurred for the period | <b>29</b>       | 71     | <b>272</b>                |
| Retirement benefit payments                          | <b>(601)</b>    | (624)  | <b>(5,656)</b>            |
| Retirement benefit obligation at end of term         | <b>¥7,403</b>   | ¥7,567 | <b>\$69,675</b>           |

(2) Adjustments to plan assets at beginning of term and at end of term

|  | Millions of yen |        | Thousands of U.S. dollars |
|--|-----------------|--------|---------------------------|
|  | 2018            | 2017   | 2018                      |
| Plan assets at beginning of term                     | <b>¥7,708</b>   | ¥7,133 | <b>\$72,545</b>           |
| Expected return on assets                            | <b>106</b>      | 102    | <b>997</b>                |
| Actuarial difference amounts incurred for the period | <b>242</b>      | 480    | <b>2,277</b>              |
| Contributions from employer                          | <b>452</b>      | 416    | <b>4,254</b>              |
| Retirement benefit payments                          | <b>(412)</b>    | (424)  | <b>(3,877)</b>            |
| Plan assets at end of term                           | <b>¥8,097</b>   | ¥7,708 | <b>\$76,207</b>           |

(3) Retirement benefit obligations and plan assets at end of term and adjustments to liabilities and assets relating to retirement benefits recorded on the consolidated balance sheets

|  | Millions of yen |         | Thousands of U.S. dollars |
|--|-----------------|---------|---------------------------|
|  | 2018            | 2017    | 2018                      |
| Retirement benefit obligation of funded plans                          | <b>¥7,403</b>   | ¥7,567  | <b>\$69,675</b>           |
| Plan assets  | <b>(8,097)</b>  | (7,708) | <b>(76,207)</b>           |
|  | <b>(693)</b>    | (141)   | <b>(6,522)</b>            |
| Retirement benefit obligation of unfunded plans                        | -               | -       | -                         |
| Net assets and liabilities recorded on the consolidated balance sheets | <b>(¥693)</b>   | (¥141)  | <b>(\$6,522)</b>          |

|  | Millions of yen |        | Thousands of U.S. dollars |
|--|-----------------|--------|---------------------------|
|  | 2018            | 2017   | 2017                      |
| Net defined benefit liability  | <b>¥-</b>       | ¥-     | <b>\$-</b>                |
| Net defined benefit asset  | <b>(693)</b>    | (141)  | <b>(6,522)</b>            |
| Net assets and liabilities recorded on the consolidated balance sheets | <b>(¥693)</b>   | (¥141) | <b>(\$6,522)</b>          |

(4) Retirement benefit expenses and itemized breakdown of their main amounts

|   | Millions of yen |       | Thousands of U.S. dollars |
|---|-----------------|-------|---------------------------|
|   | 2018            | 2017  | 2018                      |
| Service cost  | <b>¥363</b>     | ¥361  | <b>\$3,416</b>            |
| Interest expense  | <b>44</b>       | 45    | <b>414</b>                |
| Expected return on assets                                     | <b>(106)</b>    | (102) | <b>(997)</b>              |
| Amount expended for actuarial difference                      | <b>362</b>      | 571   | <b>3,407</b>              |
| Amount expended for prior service cost                        | -               | -     | -                         |
| Retirement benefit expenses for the defined benefit plan      | <b>664</b>      | 875   | <b>6,249</b>              |
| Retirement benefit expenses relating to defined benefit plans | <b>¥664</b>     | ¥875  | <b>\$6,249</b>            |

(5) Remeasurements of defined benefit plans  
A breakdown of items (before any applicable tax effect) recorded in remeasurements of defined benefit plans is as follows.

|                       | Millions of yen |        | Thousands of U.S. dollars |
|-----------------------|-----------------|--------|---------------------------|
|                       | 2018            | 2017   | 2018                      |
| Actuarial differences | <b>(¥575)</b>   | (¥979) | <b>(\$5,411)</b>          |
| Total                 | <b>(¥575)</b>   | (¥979) | <b>(\$5,411)</b>          |

(6) Total remeasurements of defined benefit plans  
A breakdown of items (before any applicable tax effect) recorded in total remeasurements of defined benefit plans is as follows.

|                                    | Millions of yen |      | Thousands of U.S. dollars |
|------------------------------------|-----------------|------|---------------------------|
|                                    | 2018            | 2017 | 2018                      |
| Unrecognized actuarial differences | <b>(¥50)</b>    | ¥524 | <b>(\$470)</b>            |
| Total                              | <b>(¥50)</b>    | ¥524 | <b>(\$470)</b>            |

(7) Plan assets  
i) Principal breakdown of plan assets  
The ratios by major classification with regard to total plan asset are as follows.

|                           | 2018        | 2017 |
|---------------------------|-------------|------|
| Bonds                     | <b>33%</b>  | 36%  |
| Shares                    | <b>44%</b>  | 46%  |
| Cash on hand and in banks | <b>4%</b>   | 0%   |
| Other                     | <b>16%</b>  | 17%  |
| Total                     | <b>100%</b> | 100% |

ii) Method for setting expected rate of return on long-term plan assets  
In deciding the expected rate of return on long-term plan assets, consideration is given to current and future plan asset distributions and to the current and future expected long-term rate of return from the variety of assets that constitute plan assets.

(8) Basis for actuarial calculations  
The major actuarial assumptions for the consolidated fiscal year under review (shown as the weighted average)  
Discount rate 0.6%  
Expected rate of return on long-term plan assets 2.0%  
Expected rate of salary increase 2.7%

3. Defined contribution plan

The required amount of contribution to the defined contribution plan of the Company is ¥113 million for the previous fiscal year and ¥114 million for the fiscal year under review.

12. TREASURY STOCK

The Company holds 5,229,117 shares of treasury stock as of March 31, 2018.

13. SHAREHOLDERS' EQUITY

Dividends may be approved by the shareholders after the end of each fiscal period. In accordance with the Company Act of Japan, these dividends and the related appropriations of retained earnings are not reflected in the financial statements at the end of such fiscal year but are recorded at the time they are approved. However, dividends per share shown in the accompanying statements of income and retained earnings are included in the years to which they relate.

14. CONTINGENT LIABILITIES

The Company has provided guarantees to credit guaranty companies in connection with deposits received relating to the sale of houses and lots by the following company. Details as of March 31, 2018 and 2017 are presented as follows.

|  | Millions of yen |      |            | Thousands of U.S. dollars |
|--|-----------------|------|------------|---------------------------|
|  | 2018            | 2017 | 2017       |                           |
| Kesennuma Regional Housing Producers Network | <b>¥-</b>       | ¥113 | <b>\$-</b> |                           |

15. CONSOLIDATED COMPREHENSIVE INCOME

Information relating to the amounts of reclassification adjustment applicable to other accumulated comprehensive income for the years ended March 31, 2018 and 2017 is presented as follows.

|  | Millions of yen |        |                | Thousands of U.S. dollars |
|--|-----------------|--------|----------------|---------------------------|
|  | 2018            | 2017   | 2018           |                           |
| Valuation difference on available-for-sale securities: |                 |        |                |                           |
| The amount arising during the period                   | <b>¥236</b>     | ¥550   | <b>\$2,221</b> |                           |
| Reclassification adjustment                            | -               | 14     | -              |                           |
| Foreign currency translation adjustment:               |                 |        |                |                           |
| The amount arising during the period                   | <b>(118)</b>    | (10)   | <b>(1,110)</b> |                           |
| Reclassification adjustment                            | -               | -      | -              |                           |
| Retirement benefit adjustment:                         |                 |        |                |                           |
| The amount arising during the period                   | <b>213</b>      | 408    | <b>2,004</b>   |                           |
| Reclassification adjustment                            | <b>362</b>      | 571    | <b>3,407</b>   |                           |
| Before adjustment for tax effects                      | <b>693</b>      | 1,534  | <b>6,522</b>   |                           |
| Amount of tax effects                                  | <b>(241)</b>    | (437)  | <b>(2,268)</b> |                           |
| Total other accumulated comprehensive income           | <b>¥452</b>     | ¥1,097 | <b>\$4,254</b> |                           |

Information relating to the amounts of tax effects applicable to other accumulated comprehensive income for the years ended March 31, 2018 and 2017 is presented as follows.

|   | Millions of yen                   |                       |                                  |
|---|-----------------------------------|-----------------------|----------------------------------|
|   | 2018                              | 2018                  | 2018                             |
|   | Before adjustment for tax effects | Amount of tax effects | After adjustment for tax effects |
| Valuation difference on available-for-sale securities | <b>¥236</b>                       | <b>(¥64)</b>          | <b>¥171</b>                      |
| Revaluation reserve for land                          | -                                 | -                     | -                                |
| Foreign currency translation adjustment               | <b>(118)</b>                      | -                     | <b>(118)</b>                     |
| Remeasurements of defined benefit plans               | <b>575</b>                        | <b>(177)</b>          | <b>398</b>                       |
| Total other accumulated comprehensive income          | <b>¥693</b>                       | <b>(¥241)</b>         | <b>¥452</b>                      |

|   | Millions of yen                   |                       |                                  |
|---|-----------------------------------|-----------------------|----------------------------------|
|   | 2017                              | 2017                  | 2017                             |
|   | Before adjustment for tax effects | Amount of tax effects | After adjustment for tax effects |
| Valuation difference on available-for-sale securities | ¥564                              | (¥135)                | ¥429                             |
| Revaluation reserve for land                          | -                                 | -                     | -                                |
| Foreign currency translation adjustment               | (10)                              | -                     | (10)                             |
| Remeasurements of defined benefit plans               | 979                               | (301)                 | 678                              |
| Total other accumulated comprehensive income          | ¥1,534                            | (¥437)                | ¥1,097                           |

|   | Thousands of U.S. dollars         |                       |                                  |
|---|-----------------------------------|-----------------------|----------------------------------|
|   | 2018                              | 2018                  | 2018                             |
|   | Before adjustment for tax effects | Amount of tax effects | After adjustment for tax effects |
| Valuation difference on available-for-sale securities | <b>\$2,221</b>                    | <b>(\$602)</b>        | <b>\$1,609</b>                   |
| Revaluation reserve for land                          | -                                 | -                     | -                                |
| Foreign currency translation adjustment               | <b>(1,110)</b>                    | -                     | <b>(1,110)</b>                   |
| Remeasurements of defined benefit plans               | <b>5,411</b>                      | <b>(1,665)</b>        | <b>3,745</b>                     |
| Total other accumulated comprehensive income          | <b>\$6,522</b>                    | <b>(\$2,268)</b>      | <b>\$4,254</b>                   |



## 16. INCOME TAXES

The significant components of the Company's deferred tax assets and liabilities as of March 31, 2018 and 2017 are as follows:

|   | Millions of yen |         | Thousands of U.S. dollars |
|---|-----------------|---------|---------------------------|
|   | 2018            | 2017    | 2018                      |
| Deferred tax assets:  |                 |         |                           |
| Net defined benefit liability                                   | <b>¥530</b>     | ¥698    | <b>\$4,988</b>            |
| Accrued expenses  | <b>404</b>      | 382     | <b>3,802</b>              |
| Allowance for doubtful accounts                                 | <b>136</b>      | 133     | <b>1,280</b>              |
| Provision for loss on construction denied for deduction         | <b>35</b>       | 12      | <b>329</b>                |
| Net operating loss carryforwards                                | <b>392</b>      | 443     | <b>3,689</b>              |
| Impairment loss denied for deduction                            | <b>166</b>      | 167     | <b>1,562</b>              |
| Loss on support of subsidiaries and affiliates                  | <b>908</b>      | 908     | <b>8,545</b>              |
| Loss on valuation of stocks of subsidiaries and affiliates      | <b>440</b>      | 408     | <b>4,141</b>              |
| Other   | <b>1,341</b>    | 1,274   | <b>12,621</b>             |
| Subtotal  | <b>4,356</b>    | 4,428   | <b>40,997</b>             |
| Valuation allowance   | <b>(2,660)</b>  | (2,691) | <b>(25,035)</b>           |
| Total deferred tax assets                                       | <b>¥1,695</b>   | ¥1,737  | <b>\$15,952</b>           |
| Deferred tax liabilities:                                       |                 |         |                           |
| Gain on securities contributed to employees' retirement benefit | <b>(297)</b>    | (297)   | <b>(2,795)</b>            |
| Valuation difference on available-for-sale securities           | <b>(278)</b>    | (213)   | <b>(2,616)</b>            |
| Special depreciation allowance for tax purposes                 | <b>(4)</b>      | (4)     | <b>(37)</b>               |
| Disposal expenses relating to asset retirement obligations      | <b>(2)</b>      | (2)     | <b>(18)</b>               |
| Total deferred tax liabilities                                  | <b>(¥582)</b>   | (¥518)  | <b>(¥5,477)</b>           |
| Total net deferred tax assets                                   | <b>¥1,112</b>   | ¥1,218  | <b>\$10,465</b>           |

Major components of significant differences between the statutory effective tax rate and burden rate of corporate taxes, etc. after application of tax-effect accounting for the years ended March 31, 2018 and 2017 are presented as follows.

|   | 2018         | 2017  |
|---|--------------|-------|
| Statutory effective tax rate  | <b>30.8%</b> | 30.8% |
| (Adjustments)   |              |       |
| Non-deductible expenses such as entertainment                                   | <b>0.6</b>   | 0.5   |
| Per capita inhabitants' taxes   | <b>0.9</b>   | 0.8   |
| Increase / decrease in valuation reserves                                       | <b>0.1</b>   | 0.4   |
| Tax credit  | <b>(3.9)</b> | (0.6) |
| Other   | <b>(0.8)</b> | (1.7) |
| Burden rate of corporate taxes, etc. after application of tax-effect accounting | <b>27.8%</b> | 30.2% |

## 17. SEGMENT INFORMATION

### a) Overview of reportable segments

The Group's reportable segments are the business units for which the Company is able to obtain the relevant financial information separately in order for the Company's Board of Directors to conduct periodic investigations to distribute management resources and evaluate their business results.

The Group positions branch offices and consolidated subsidiaries by region, and each branch office and consolidated subsidiary determines comprehensive domestic and overseas strategies with regard to receiving construction orders and execution as well as product and material sales in the course of developing its business activities.

Regarding the branch offices and consolidated subsidiaries as its basis, the Group thus consists of businesses that include civil engineering, building construction, and product and material sales. To provide appropriate information on business activities and the management environment, the Group consolidates multiple segments with similar business structures into the reportable "Construction Business" segment.

The works encompassed by the Construction Business include slope protection, landslide prevention, foundation/ground improvement, structural repair/reinforcement, environmental restoration, and sewage system construction in addition to general civil engineering and building construction.

### b) Calculation method for sales, profit and loss, assets, and other item amounts by reportable segment

The accounting method for reportable business segments generally follows the principles stated in the "Chief basis of preparation of the consolidated financial statements."

Reportable segment profit figures are based on operating income.

Intersegment transactions and transfers are based on market prices.

## c) Industry segments

Summarized financial information by industry segment for the years ended March 31, 2018 and 2017 is as follows:

|                       | Millions of yen           |              |                 |                |                 |
|-----------------------|---------------------------|--------------|-----------------|----------------|-----------------|
|                       | Year ended March 31, 2018 |              |                 |                |                 |
|                       | Construction              | Others       | Total           | Elimination    | Consolidated    |
| Revenues:             |                           |              |                 |                |                 |
| Customers             | <b>¥99,465</b>            | <b>¥659</b>  | <b>¥100,125</b> | <b>¥-</b>      | <b>¥100,125</b> |
| Inter-segments        | <b>-</b>                  | <b>1,246</b> | <b>1,246</b>    | <b>(1,246)</b> | <b>0</b>        |
| Total                 | <b>99,465</b>             | <b>1,906</b> | <b>101,372</b>  | <b>(1,246)</b> | <b>100,125</b>  |
| Operating expenses    | <b>90,579</b>             | <b>1,841</b> | <b>92,421</b>   | <b>(1,246)</b> | <b>91,175</b>   |
| Operating income/loss | <b>8,886</b>              | <b>64</b>    | <b>8,950</b>    | <b>0</b>       | <b>8,950</b>    |
| Assets                | <b>60,834</b>             | <b>1,251</b> | <b>62,085</b>   | <b>31,680</b>  | <b>93,765</b>   |
| Depreciation          | <b>1,412</b>              | <b>23</b>    | <b>1,436</b>    | <b>(2)</b>     | <b>1,434</b>    |
| Capital expenditures  | <b>4,928</b>              | <b>-</b>     | <b>4,928</b>    | <b>-</b>       | <b>4,928</b>    |

|                       | Millions of yen           |              |                 |                |                 |
|-----------------------|---------------------------|--------------|-----------------|----------------|-----------------|
|                       | Year ended March 31, 2017 |              |                 |                |                 |
|                       | Construction              | Others       | Total           | Elimination    | Consolidated    |
| Revenues:             |                           |              |                 |                |                 |
| Customers             | <b>¥101,535</b>           | <b>¥781</b>  | <b>¥102,317</b> | <b>¥-</b>      | <b>¥102,317</b> |
| Inter-segments        | <b>-</b>                  | <b>1,342</b> | <b>1,342</b>    | <b>(1,342)</b> | <b>0</b>        |
| Total                 | <b>101,535</b>            | <b>2,124</b> | <b>103,660</b>  | <b>(1,342)</b> | <b>102,317</b>  |
| Operating expenses    | <b>91,794</b>             | <b>2,068</b> | <b>93,863</b>   | <b>(1,345)</b> | <b>92,518</b>   |
| Operating income/loss | <b>9,741</b>              | <b>56</b>    | <b>9,797</b>    | <b>2</b>       | <b>9,799</b>    |
| Assets                | <b>57,915</b>             | <b>1,373</b> | <b>59,289</b>   | <b>29,801</b>  | <b>89,090</b>   |
| Depreciation          | <b>1,371</b>              | <b>25</b>    | <b>1,396</b>    | <b>(8)</b>     | <b>1,388</b>    |
| Capital expenditures  | <b>3,537</b>              | <b>8</b>     | <b>3,545</b>    | <b>-</b>       | <b>3,545</b>    |

|                       | Thousands of U.S. dollars |                |                  |                 |                  |
|-----------------------|---------------------------|----------------|------------------|-----------------|------------------|
|                       | Year ended March 31, 2018 |                |                  |                 |                  |
|                       | Construction              | Others         | Total            | Elimination     | Consolidated     |
| Revenues:             |                           |                |                  |                 |                  |
| Customers             | <b>\$936,141</b>          | <b>\$6,202</b> | <b>\$942,352</b> | <b>¥-</b>       | <b>\$942,352</b> |
| Inter-segments        | <b>-</b>                  | <b>11,727</b>  | <b>11,727</b>    | <b>(11,727)</b> | <b>0</b>         |
| Total                 | <b>936,141</b>            | <b>17,938</b>  | <b>954,089</b>   | <b>(11,727)</b> | <b>942,352</b>   |
| Operating expenses    | <b>852,508</b>            | <b>17,327</b>  | <b>869,844</b>   | <b>(11,727)</b> | <b>858,117</b>   |
| Operating income/loss | <b>83,632</b>             | <b>602</b>     | <b>84,235</b>    | <b>0</b>        | <b>84,235</b>    |
| Assets                | <b>572,555</b>            | <b>11,774</b>  | <b>584,329</b>   | <b>298,164</b>  | <b>882,494</b>   |
| Depreciation          | <b>13,289</b>             | <b>216</b>     | <b>13,515</b>    | <b>(18)</b>     | <b>13,496</b>    |
| Capital expenditures  | <b>46,381</b>             | <b>-</b>       | <b>46,381</b>    | <b>-</b>        | <b>46,381</b>    |

"Others" are business segments not included in the reportable segments, and include product and material sales, leases, home-visit care and so on.

## d) Geographical segments

Summarized financial information for revenues by geographical business segment for the years ended March 31, 2018 and 2017 is as follows:

|               | Millions of yen |          | Thousands of U.S. dollars |
|---------------|-----------------|----------|---------------------------|
|               | 2018            | 2017     | 2018                      |
| Japan         | <b>¥98,131</b>  | ¥100,157 | <b>\$923,585</b>          |
| North America | <b>562</b>      | 780      | <b>5,289</b>              |
| Other         | <b>1,431</b>    | 1,379    | <b>13,468</b>             |
| Total         | <b>¥100,125</b> | ¥102,317 | <b>\$942,352</b>          |

## 18. PER SHARE INFORMATION

Details of net assets per share and net income per share for the years ended March 31, 2018 and 2017 are presented as follows:

|                      | Yen              |           | U.S. dollars   |
|----------------------|------------------|-----------|----------------|
|                      | 2018             | 2017      | 2018           |
| Net assets per share | <b>¥1,118.11</b> | ¥1,010.18 | <b>\$10.52</b> |
| Net income per share | <b>¥124.43</b>   | ¥129.16   | <b>\$1.17</b>  |

## 19. SUBSEQUENT EVENT

On June 28, 2018 the following appropriations of retained earnings were approved at the shareholders' meeting of the Company:

|  | Millions of yen |        | Thousands of U.S. dollars |
|--|-----------------|--------|---------------------------|
|  | 2018            | 2017   | 2018                      |
| Cash dividends of ¥35.0 (\$0.32) per share (final for the year ended March 31, 2018) | <b>¥1,843</b>   | ¥1,316 | <b>\$17,346</b>           |

## BOARD OF DIRECTORS

| PRESIDENT AND<br>REPRESENTATIVE DIRECTOR | SENIOR MANAGING<br>DIRECTORS                   | DIRECTORS  |
|--|--|--|
| Kazuo Suzuki                             | Shigeaki Funayama<br>Nobuyuki Fujisawa         | Yusuke Murai<br>Kohei Kawamura<br>Akinobu Yamamoto<br>Tadashi Shibata<br>Makoto Shirai |
|  | <b>MANAGING DIRECTORS</b>                      | (as of June 28, 2018)  |
|  | Yoichi Howa<br>Makoto Nishi<br>Kazuhiro Akutsu |  |

## SHARE INFORMATION

| COMMON STOCK  | ANNUAL GENERAL MEETING  | DIVIDENDS  |
|---|---|--|
| Authorized shares<br>198,000,000 shares<br>(as of March 31, 2018)           | June of each year in Tokyo,<br>Japan  | Dividends are normally paid in<br>June.  |
| Issued and outstanding shares<br>57,804,450 shares<br>(as of June 28, 2018) | <b>TRANSFER AGENT, REGISTRAR<br/>AND DIVIDEND PAYMENTS</b>  | <b>PLEASE DIRECT INQUIRIES TO</b>  |
| Number of shareholders<br>7,744<br>(as of March 31, 2018)                   | Sumitomo Mitsui Trust<br>Bank, Limited<br>1-4-1 Marunouchi, Chiyoda-ku,<br>Tokyo 100-8233, Japan<br>Phone: 81-3-3323-7111 | Corporate Planning Department,<br>RAITO KOGYO CO., LTD.<br>4-2-35 Kudan-kita, Chiyoda-ku,<br>Tokyo 102-8236, Japan<br>Phone: 81-3-3265-2555<br>Fax: 81-3-3265-2689 |
| <b>FISCAL YEAR-END</b>  |   |  |
| End of March each year  |   |  |

## CORPORATE DATA

| HEAD OFFICE  | STOCK TRADING  |
|--|--|
| 4-2-35 Kudan-kita, Chiyoda-ku,<br>Tokyo 102-8236, Japan                          | Tokyo Stock Exchange, First Section  |
| <b>CAPITAL</b>   | <b>MAJOR SHAREHOLDERS</b>  |
| ¥6,119,475,000<br>US\$57,595,058<br>(¥106.25=US\$1.00)<br>(as of March 31, 2018) | RAITO KOGYO CO., LTD.<br>Japan Trustee Services Bank, Ltd. (Trust account)<br>The Master Trust Bank of Japan, Ltd. (Trust account)<br>Taiyo Life Insurance Company<br>Sumitomo Mitsui Banking Corporation<br>Nippon Life Insurance Company |
| <b>DATE OF ESTABLISHMENT</b>   | <b>EMPLOYEES</b>   |
| September 28, 1948   | 1,067 (as of March 31, 2018)   |

## OVERSEAS NETWORK

| HEAD OFFICE  |
|--|
| 4-2-35 Kudan-kita, Chiyoda-ku, Tokyo 102-8236, Japan<br>TEL: +81-3-3265-2551 FAX: +81-3-3265-0879  |
| Overseas Business Division<br>TEL: +81-3-3265-2506 FAX: +81-3-3265-2568  |
| <b>OVERSEAS BRANCH OFFICES</b>   |
| Singapore<br>1003 Bukit Merah Central, #05-15, Singapore 159836<br>TEL: +65-6862-7441 FAX: +65-6270-8043   |
| <b>OVERSEAS SUBSIDIARIES</b>   |
| Raito, Inc. (USA)<br>32960 Alvarado-Niles Rd., Suite 680, Union City, CA<br>TEL: +1-510-259-9900 FAX: +1-510-259-9900  |
| Raito Engineering & Construction Ltd. (Hong Kong)<br>Room 2504, 25/F, Bonham Trade Centre, 50 Bonham Strand,<br>Sheung Wan, Hong Kong<br>TEL: +852-2851-0930 FAX: +852-2851-0960   |
| Raito-Fecon Innovative Geotechnical Engineering JSC (Vietnam)<br>15th Floor CEO Tower, Lot HH2-1 Urban Me Tri Ha, Pham Hung Street,<br>Ward Me Tri, Nam Tu Liem District, Hanoi<br>TEL: +84-4-6256-4499 FAX: +84-4-6258-4000 |

