Rokko & Associates, Inc. Hiroaki Maruyama Chief Financial Officer

## Financial Summary for the Fiscal Year Ended September 30, 2016

### Revenues

### ¥38,284 million

Revenues amounted to ¥38,284 million (-3.1% YoY). This was attributable mainly to a decrease of ¥5,196 million in projects completed. Within revenues, ¥14,946 million was booked based on the percentage of completion method. Work carried forward to the next fiscal year amounted to ¥48,669 million (+9.8%).

### ■Operating Income

¥2,352 million

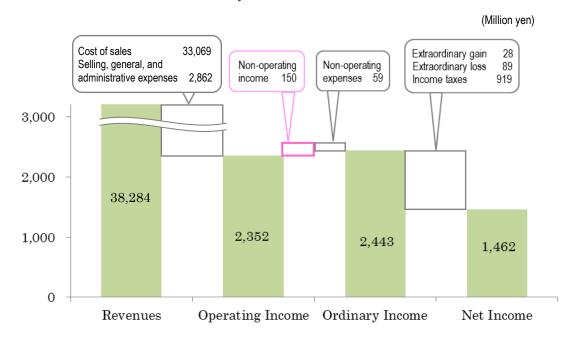
Ordinary Income

### ¥2,443 million

## ■Net Income

## ¥1,462 million

In terms of earnings, gross profit improved as a result of securing earnings from projects, and optimization of the volume of work on hand. Operating income amounted to  $\pm 2,352$  million (-10.7% YoY), with ordinary income of  $\pm 2,443$  million (-12.0%), and net income of  $\pm 1,462$  million (-3.6%).



# Summary of Statements of Income

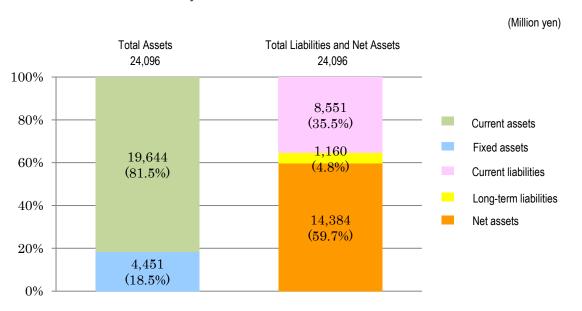
# Shareholders' Equity Ratio

# **59.7%**

Total assets increased ¥66 million from the previous fiscal year-end, to ¥24,096 million. This was attributable mainly to increases in electronically recorded monetary claims–operating, and accounts receivable from completed construction contracts.

Liabilities decreased ¥1,104 million to ¥9,711 million. This was attributable mainly to a decrease in income taxes payable related to the earnings decline.

Net assets increased ¥1,170 million to ¥14,384 million. This was attributable mainly to an increase in retained earnings.



**Summary of Balance Sheets** 

# ■Cash Flows

Cash flow from operating activities decreased, mainly owing to an increase in notes and accounts receivable-trade, and income taxes paid.

Cash flow from investing activities increased, mainly owing to the redemption of securities, and collection of short-term loans receivable.

Cash flow from financing activities declined, mainly owing to the payment of cash dividends. As a result, cash and cash equivalents decrease ¥145 million compared with the previous fiscal year-end.

				(IVIIIIOIT YEII)
Cash and Cash	Cash flows from	Cash flows from	Cash flows from	Cash and Cash
Equivalents	operating activities	investing activities	financing activities	Equivalents
Balance at September				Balance at September
30, 2015				30, 2016
6,236	(86)	140	(199)	6,090

(Million von)