

## Qualitative Information on the Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2025

### (1) Overview of financial results for the first quarter of the fiscal year ending March 31, 2025

#### i. Overview of overall financial performance

During the first quarter (April 1, 2024 to June 30, 2024) of the fiscal year ending March 31, 2025, the global economy as a whole remained stable, with some countries and regions moving their monetary policies back to normal, and the pace of global economic growth remained moderate. The Japanese economy maintained a moderate recovery track due to inbound tourism demand and an improved employment and income environment, although the rebound in consumer spending stalled due to rising prices and the weak yen.

In the domestic construction market, steady construction demand continued due to strong corporate willingness to invest and stable public investment. As for construction costs, prices for materials and equipment remained generally high, and there was a trend toward raising unit labor costs.

In this environment, the Kajima Group's financial results for the first quarter of the fiscal year ending March 31, 2025 were as follows.

Consolidated construction contract awards declined both in Japan and overseas from the high recorded in the same period of the previous fiscal year, coming to 554.8 billion yen (compared with 801.8 billion yen in the same period of the previous fiscal year), a 30.8% year-on-year decrease. Non-consolidated contract awards, including those for real estate development and other businesses, declined 27.0% year on year to 353.1 billion yen (compared with 483.6 billion yen in the same period of the previous fiscal year).

Revenues increased 5.1% year on year to 613.2 billion yen (compared with 583.4 billion yen in the same period of the previous fiscal year), mainly due to an increase in revenues of overseas subsidiaries and affiliates.

Operating income was up 1.5% year on year to 25.2 billion yen (compared with 24.8 billion yen in the same period of the previous fiscal year), mainly due to higher gross profit in the construction business and real estate development and other businesses at overseas subsidiaries and affiliates. Ordinary income decreased 11.0% to 25.9 billion yen (compared with 29.1 billion yen in the same period of the previous fiscal year) due to a decline in non-operating income, while net income attributable to owners of the parent dropped 10.0% to 17.4 billion yen (compared with 19.3 billion yen in the same period of the previous fiscal year).

First quarter performance by business was as follows.

As for revenues in the Company's construction business, although revenues in the civil engineering business exceeded those of the same period of the previous fiscal year, revenues in the building construction business were below those of that same period, with many of the Company's major building construction projects yet to reach their peak. The gross profit margin exceeded that of the same period of the previous fiscal year in both the civil engineering and building construction businesses. The Company will continue to make steady construction progress in maintaining quality and adhering to construction schedules, while raising productivity, reducing costs, and accumulating profits to achieve the full-year forecast. In the real estate and other businesses, performance exceeded that of the same period of the previous fiscal year with deliveries completed for condominiums and other real estate sales projects.

In domestic subsidiaries and affiliates, revenues fell below those of the same period of the previous fiscal year, but the gross profit margin in the construction business improved. As for overseas subsidiaries and affiliates, revenues and gross profit in the construction business increased due to consistent construction progress and the effects of the acquisition of a construction company in the U.S. In the real estate development and other businesses, revenues and gross profit exceeded those of the same period of the previous fiscal year due to the sale of a distribution warehouse and a rental housing complex in the U.S. Construction work carried forward increased by around 160 billion yen due to the construction company acquisition in the U.S., but this has not been included in the current first quarter results and the full-year forecast for construction contract awards.

#### ii. Segment performance

Segment performance was as follows. (The performance of each segment includes internal sales or transfers between segments.)

##### Civil Engineering

*Civil engineering projects in the construction business operated by the Company*

Revenues increased 6.8% year on year to 94.4 billion yen (compared with 88.5 billion in the same period of

the previous fiscal year) due to steady progress in on-hand construction projects, especially large-scale projects.

Operating income increased 16.4% to 6.3 billion yen (compared with 5.4 billion yen in the same period of the previous fiscal year) due to higher revenues and a slightly improved gross profit margin year on year.

#### Building Construction

*Building construction in the construction business operated by the Company*

Revenues declined 20.8% year on year to 221.1 billion yen (compared with 279.2 billion yen in the same period of the previous fiscal year), mainly due to the low volume of large construction projects during this period.

Operating income dropped 35.3% to 10.4 billion yen (compared with 16.1 billion yen in the same period of the previous fiscal year), mainly due to the significant impact of the revenue decrease, despite a slight increase in gross profit margin.

#### Real Estate Development and Other

*Real estate development business, architectural, structural and other design business and engineering business operated by the Company*

Revenues were up 39.9% to 15.1 billion yen (compared with 10.7 billion yen in the same period of the previous fiscal year) and operating income jumped 57.1% to 2.0 billion yen (compared with 1.3 billion yen in the same period of the previous fiscal year), mainly due to higher sales in the real estate sales business.

#### Domestic Subsidiaries and Affiliates

*Sales of construction materials, special construction and engineering services, comprehensive leasing business, building rental business and others mainly in Japan operated by domestic subsidiaries and affiliates*

Revenues decreased 3.4% year on year to 75.8 billion yen (compared with 78.4 billion yen in the same period of the previous fiscal year), mainly due to a decline in construction business revenues.

Operating income decreased 9.5% to 2.5 billion yen (compared with 2.8 billion yen in the same period of the previous fiscal year), mainly due to lower revenues.

#### Overseas Subsidiaries and Affiliates

*Construction business, real estate development business and others overseas such as in North America, Europe, Asia, Oceania, and other areas operated by overseas subsidiaries and affiliates*

Revenues increased 49.7% year on year to 231.0 billion yen (compared with 154.3 billion yen in the same period of the previous fiscal year) due to increases in both the construction and real estate development and other businesses.

Operating income came to 3.7 billion yen (compared with an operating loss of 0.8 billion yen in the same period of the previous fiscal year), mainly due to an increase in gain on sale of real estate in the real estate development business in the U.S.

### (2) Overview of financial position for the first quarter of the fiscal year ending March 31, 2025

Total assets at the end of the first quarter were up 26.2 billion yen year on year to 3,161.4 billion yen (compared with 3,135.1 billion yen at the end of the previous fiscal year). The main factors for the increase were a 35.8 yen increase in inventories (real estate for sale, construction projects in progress, development projects in progress, and others) and a 13.6 billion yen increase in property and equipment, while there was a 39.5 billion yen decrease in cash and deposits.

Total liabilities increased 53.9 billion yen year on year to 1,965.4 billion yen (compared with 1,911.4 billion yen at the end of the previous fiscal year). The main factors were an increase in interest-bearing debt\* of 86.7 billion yen and an increase in advances received on construction projects in progress of 16.7 billion yen. Interest-bearing debt was 699.4 billion yen (compared with 612.6 billion yen at the end of the previous fiscal year).

Total equity, including shareholders' equity of 911.1 billion yen, accumulated other comprehensive income of 269.6 billion yen, and noncontrolling interests of 15.1 billion yen, decreased by 27.6 billion yen year on year to 1,195.9 billion yen (compared with 1,223.6 billion yen at the end of the previous fiscal year).

In addition, the owners' equity ratio deteriorated to 37.3%, down 1.3 points compared with 38.6% at the end

of the previous fiscal year.

\* Total amount of short-term loans payable, commercial paper, bonds payable (including current portion of bonds payable) and long-term loans payable.

(3) Explanation of forward-looking statements for the forecast of consolidated financial results

There has been no change, at this time, to the full-year forecast announced on May 14, 2024, when the financial results for the fiscal year ended March 31, 2024, were announced.

Disclaimer: This document is a partial English translation of the Japanese Financial Statements which are filed with Stock Exchanges in Japan on August 6, 2024. The Company provides this translation for your reference and convenience only without any warranty as to its accuracy. In case of any discrepancy between the translation and the Japanese original, the latter shall prevail.