

## Q&A

Q. Forecast of profit rates at the time of award and completion respectively;

A. It is predicted that the rate at the time of award continues to be good for the fiscal years of 2017 and 2018, which helps improve the profit at the completion accordingly.

Q. Dividend policy;

A. Though we are always conscious of shareholders' return and of increasing it, we also have to be focusing on investing not only technologies for future generation such as ICT/IoT, but also future profitable business such as Concession.

Q. Strategies for Concession business;

A. It is significant to select projects with the following conditions;

- a) large-scale
- b) profitable
- c) with reliable partners
- d) have enough time to prepare to bid