

Supplementary Data on Financial Results for 1st Quarter of FY2016 Ending March 2017

August 5, 2016



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This "Supplementary data on Financial Results" contains predictions and forecasts regarding the future plans, strategies, and performance of Obayashi Corporation ("Company") and the Obayashi Group. These statements are forward-looking statements based on the assumptions and opinions made in light of information available to the Company at the time of writing, and are subject to risks and uncertainties related to economic trends, market demand, currency exchange rates, taxation and various other systems. Actual results may therefore differ from forecasts.

If there is any discrepancy between the Japanese original and this document, the former will prevail.

1 Construction business - Transition of orders received (non-consolidated)

(Unit: million yen)

			Result-1Q/FY2014		Result-1Q/FY2015		Result-1Q/FY2016		Variance (1Q/FY2016-1Q/FY2015)		Result-FY2015	
			Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
Building const.	Domestic public	Central government	1,377	7.1%	8,230	53.3%	1,754	63.7%	(6,476)	(78.7%)	96,459	67.1%
		Local government and other	18,150	92.9	7,225	46.7	997	36.3	(6,228)	(86.2)	47,258	32.9
		Subtotal	19,527	100	15,456	100	2,752	100	(12,704)	(82.2)	143,717	100
	Domestic private	Manufacturer	40,030	23.4	59,574	29.6	66,991	33.6	7,417	12.5	270,086	29.7
		Non-Manufacturer	131,298	76.6	141,850	70.4	132,201	66.4	(9,648)	(6.8)	638,755	70.3
		Subtotal	171,328	100	201,424	100	199,193	100	(2,230)	(1.1)	908,842	100
	Domestic total		190,856	99.4	216,881	99.0	201,945	98.8	(14,935)	(6.9)	1,052,559	98.4
	Overseas		1,057	0.6	2,287	1.0	2,482	1.2	194	8.5	17,137	1.6
	Building const. total		191,913	100	219,168	100	204,428	100	(14,740)	(6.7)	1,069,697	100
Civil eng.	Domestic public	Central government	89,450	87.9	19,624	74.6	20,322	83.6	697	3.6	120,211	76.3
		Local government and other	12,316	12.1	6,691	25.4	3,984	16.4	(2,706)	(40.5)	37,255	23.7
		Subtotal	101,767	100	26,316	100	24,307	100	(2,009)	(7.6)	157,467	100
	Domestic private	Manufacturer	3,139	12.7	11,286	39.4	4,271	13.7	(7,014)	(62.2)	23,709	18.1
		Non-Manufacturer	21,551	87.3	17,366	60.6	26,876	86.3	9,509	54.8	107,473	81.9
		Subtotal	24,691	100	28,652	100	31,147	100	2,495	8.7	131,182	100
	Domestic total		126,458	99.1	54,969	96.0	55,455	96.7	485	0.9	288,650	87.3
Overseas		1,146	0.9	2,263	4.0	1,878	3.3	(385)	(17.0)	41,933	12.7	
Civil eng. total		127,605	100	57,233	100	57,333	100	100	0.2	330,584	100	
Total const. business	Domestic public	Central government	90,827	74.9	27,855	66.7	22,077	81.6	(5,778)	(20.7)	216,671	71.9
		Local government and other	30,467	25.1	13,917	33.3	4,982	18.4	(8,935)	(64.2)	84,514	28.1
		Subtotal	121,294	100	41,773	100	27,059	100	(14,713)	(35.2)	301,185	100
	Domestic private	Manufacturer	43,170	22.0	70,860	30.8	71,263	30.9	402	0.6	293,795	28.2
		Non-Manufacturer	152,850	78.0	159,216	69.2	159,078	69.1	(138)	(0.1)	746,229	71.8
		Subtotal	196,020	100	230,077	100	230,341	100	264	0.1	1,040,024	100
	Domestic total		317,315	99.3	271,850	98.4	257,401	98.3	(14,449)	(5.3)	1,341,210	95.8
Overseas		2,204	0.7	4,551	1.6	4,360	1.7	(190)	(4.2)	59,071	4.2	
Const. business total		319,519	100	276,401	100	261,761	100	(14,640)	(5.3)	1,400,281	100	

* See page 2 for the breakdown of contracts from domestic private sector.

Breakdown of contracts from domestic private sector (orders received)

(Unit: million yen)

	Result-1Q/FY2014		Result-1Q/FY2015		Result-1Q/FY2016		Variance (1Q/FY2016-1Q/FY2015)		Result-FY2015	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
Manufacturer										
Textile	413	0.2%	1,459	0.7%	1,233	0.6%	(225)	(15.5%)	5,701	0.6%
Chemical	8,519	5.0	6,581	3.3	14,495	7.3	7,914	120.3	43,537	4.8
Steel	9,009	5.3	1,357	0.7	1,512	0.8	154	11.4	7,190	0.8
Electric machinery	1,736	1.0	13,234	6.6	7,667	3.8	(5,566)	(42.1)	55,946	6.1
Transportal machinery	14,403	8.4	21,517	10.7	12,573	6.3	(8,944)	(41.6)	49,180	5.4
Other machinery	3,386	2.0	10,704	5.3	20,044	10.1	9,339	87.3	47,104	5.2
Food	1,027	0.6	425	0.2	4,579	2.3	4,154	977.4	41,478	4.6
Other	1,532	0.9	4,294	2.1	4,885	2.4	590	13.7	19,947	2.2
Subtotal	40,030	23.4	59,574	29.6	66,991	33.6	7,417	12.5	270,086	29.7
Non-Manufacturer										
Agriculture and fishery	50	0.0	0	0.0	0	0.0	(0)	(88.9)	3	0.0
Mining and construction	1,247	0.7	4,499	2.2	1,004	0.5	(3,495)	(77.7)	25,516	2.8
Electric and gas	804	0.5	4,570	2.3	12,559	6.3	7,989	174.8	15,712	1.7
Transport	24,929	14.5	9,749	4.8	12,275	6.2	2,525	25.9	116,662	12.8
Information and communication	2,643	1.5	2,624	1.3	4,256	2.1	1,631	62.2	10,723	1.2
Commerce	8,193	4.8	4,392	2.2	3,582	1.8	(810)	(18.4)	19,814	2.2
Finance and insurance	5,097	3.0	6,676	3.3	4,140	2.1	(2,535)	(38.0)	118,438	13.0
Real estate	36,264	21.2	18,540	9.2	42,080	21.1	23,539	127.0	133,518	14.7
Service	51,565	30.1	90,246	44.8	51,996	26.1	(38,250)	(42.4)	187,964	20.7
Other	502	0.3	549	0.3	306	0.2	(242)	(44.2)	10,401	1.2
Subtotal	131,298	76.6	141,850	70.4	132,201	66.4	(9,648)	(6.8)	638,755	70.3
Total	171,328	100	201,424	100	199,193	100	(2,230)	(1.1)	908,842	100

2 Construction business - Orders received classified by region (non-consolidated)

(Unit: million yen)

		Result-1Q/FY2014		Result-1Q/FY2015		Result-1Q/FY2016		Variance (1Q/FY2016-1Q/FY2015)	
		Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Domestic	Kanto region	165,381	51.7%	123,904	44.8%	110,946	42.4%	(12,958)	(10.5%)
	Kansai region	43,034	13.5	60,791	22.0	42,651	16.3	(18,139)	(29.8)
	Others	108,899	34.1	87,154	31.6	103,802	39.6	16,648	19.1
	Subtotal	317,315	99.3	271,850	98.4	257,401	98.3	(14,449)	(5.3)
Overseas	North America	556	0.2	2,411	0.9	2,515	1.0	103	4.3
	Asia	1,297	0.4	1,525	0.5	498	0.2	(1,027)	(67.3)
	Others	350	0.1	614	0.2	1,346	0.5	732	119.3
	Subtotal	2,204	0.7	4,551	1.6	4,360	1.7	(190)	(4.2)
Total		319,519	100	276,401	100	261,761	100	(14,640)	(5.3)

Result-FY2015	
Amount	Proportion
572,540	40.9%
336,911	24.1
431,758	30.8
1,341,210	95.8
26,608	1.9
31,173	2.2
1,289	0.1
59,071	4.2
1,400,281	100

3 Orders received of renovation projects (non-consolidated)

(Unit: million yen)

	Result-1Q/FY2014		Result-1Q/FY2015		Result-1Q/FY2016		Variance (1Q/FY2016-1Q/FY2015)	
	Amount	Proportion*	Amount	Proportion*	Amount	Proportion*	Amount	Variance rate
Total of orders received	26,443	13.9 %	42,214	19.5 %	28,733	14.2 %	(13,481)	(31.9)%

Result-FY2015	
Amount	Proportion*
180,496	17.1 %

Note : "Proportion" shows ratio of "orders received of renovation projects" to "orders received of domestic building construction"

4 Construction business - Orders received classified by purpose (non-consolidated)

Building construction

(Unit: million yen)

Purpose	Result-1Q/FY2014		Result-1Q/FY2015		Result-1Q/FY2016		Variance (1Q/FY2016-1Q/FY2015)		Result-FY2015	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
		%		%		%		%		%
Office / government buildings	42,941	22.4	84,999	38.8	68,632	33.6	(16,366)	(19.3)	324,381	30.3
Accommodations	3,468	1.8	7,113	3.2	2,401	1.2	(4,712)	(66.2)	42,282	4.0
Stores	10,484	5.5	10,879	5.0	20,436	10.0	9,557	87.8	58,106	5.4
Factories and power plants	31,439	16.4	34,964	15.9	59,150	28.9	24,186	69.2	203,123	19.0
Warehouses and logistics	17,341	9.0	7,423	3.4	8,146	4.0	723	9.7	77,176	7.2
Houses	18,412	9.6	19,281	8.8	2,538	1.2	(16,742)	(86.8)	76,775	7.2
Education and research	29,456	15.3	21,923	10.0	7,476	3.7	(14,446)	(65.9)	115,851	10.8
Medical and welfare	27,023	14.1	18,965	8.7	17,844	8.7	(1,121)	(5.9)	69,713	6.5
Amusement	3,900	2.0	848	0.4	205	0.1	(643)	(75.8)	13,347	1.3
Others	7,446	3.9	12,769	5.8	17,596	8.6	4,827	37.8	88,939	8.3
Total	191,913	100	219,168	100	204,428	100	(14,740)	(6.7)	1,069,697	100

Civil engineering

(Unit: million yen)

Purpose	Result-1Q/FY2014		Result-1Q/FY2015		Result-1Q/FY2016		Variance (1Q/FY2016-1Q/FY2015)		Result-FY2015	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
		%		%		%		%		%
Soil and river conservation	2,566	2.0	1,612	2.8	558	1.0	(1,053)	(65.4)	5,645	1.7
Railroads	13,211	10.4	3,972	7.0	15,354	26.8	11,382	286.5	60,945	18.4
Water supply and sewers	683	0.5	4,075	7.1	1,461	2.5	(2,613)	(64.1)	28,578	8.7
Land development	1,634	1.3	1,234	2.2	1,486	2.6	251	20.4	20,055	6.1
Ports and airports	2,465	1.9	2,017	3.5	342	0.6	(1,675)	(83.0)	15,904	4.8
Roads	86,205	67.6	20,264	35.4	17,892	31.2	(2,372)	(11.7)	124,294	37.6
Power lines	485	0.4	406	0.7	356	0.6	(49)	(12.2)	1,402	0.4
Others	20,354	15.9	23,650	41.3	19,880	34.7	(3,769)	(15.9)	73,756	22.3
[of the above, civil work inside factories]	7,408	5.8	18,746	32.8	7,348	12.8	(11,398)	(60.8)	56,977	17.2
Total	127,605	100	57,233	100	57,333	100	100	0.2	330,584	100

Construction business total

(Unit: million yen)

	Result-1Q/FY2014		Result-1Q/FY2015		Result-1Q/FY2016		Variance (1Q/FY2016-1Q/FY2015)		Result-FY2015	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
Total	319,519		276,401		261,761		(14,640)	(5.3)	1,400,281	