

Supplementary Data on Financial Results for 1st Quarter of FY2017 Ending March 2018

August 8, 2017



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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/FY2015		Result-1Q/FY2016		Result-1Q/FY2017		Variance (1Q/FY2017-1Q/FY2016)		Result-FY2016		
			Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion	
Building const.	Domestic public	Central government	8,230	53.3%	1,754	63.7%	1,386	3.5%	(367)	(21.0%)	21,010	19.0%	
		Local government and other	7,225	46.7	997	36.3	37,703	96.5	36,705	—	89,858	81.0	
		Subtotal	15,456	100	2,752	100	39,090	100	36,337	—	110,868	100	
	Domestic private	Manufacturer	59,574	29.6	66,991	33.6	29,263	16.9	(37,728)	(56.3)	232,372	24.8	
		Non-Manufacturer	141,850	70.4	132,201	66.4	143,596	83.1	11,394	8.6	704,866	75.2	
		Subtotal	201,424	100	199,193	100	172,859	100	(26,333)	(13.2)	937,239	100	
	Domestic total			216,881	99.0	201,945	98.8	211,950	99.7	10,004	5.0	1,048,108	99.6
	Overseas			2,287	1.0	2,482	1.2	655	0.3	(1,827)	(73.6)	4,569	0.4
Building const. total			219,168	100	204,428	100	212,605	100	8,177	4.0	1,052,677	100	
Civil eng.	Domestic public	Central government	19,624	74.6	20,322	83.6	47,494	86.8	27,172	133.7	122,105	75.2	
		Local government and other	6,691	25.4	3,984	16.4	7,210	13.2	3,225	80.9	40,349	24.8	
		Subtotal	26,316	100	24,307	100	54,705	100	30,397	125.1	162,455	100	
	Domestic private	Manufacturer	11,286	39.4	4,271	13.7	7,470	24.7	3,198	74.9	16,256	14.4	
		Non-Manufacturer	17,366	60.6	26,876	86.3	22,820	75.3	(4,055)	(15.1)	96,537	85.6	
		Subtotal	28,652	100	31,147	100	30,291	100	(856)	(2.8)	112,793	100	
	Domestic total			54,969	96.0	55,455	96.7	84,996	99.7	29,541	53.3	275,248	93.1
Overseas			2,263	4.0	1,878	3.3	221	0.3	(1,656)	(88.2)	20,456	6.9	
Civil eng. total			57,233	100	57,333	100	85,217	100	27,884	48.6	295,705	100	
Total const. business	Domestic public	Central government	27,855	66.7	22,077	81.6	48,881	52.1	26,804	121.4	143,116	52.4	
		Local government and other	13,917	33.3	4,982	18.4	44,913	47.9	39,930	801.4	130,207	47.6	
		Subtotal	41,773	100	27,059	100	93,795	100	66,735	246.6	273,323	100	
	Domestic private	Manufacturer	70,860	30.8	71,263	30.9	36,733	18.1	(34,529)	(48.5)	248,628	23.7	
		Non-Manufacturer	159,216	69.2	159,078	69.1	166,417	81.9	7,339	4.6	801,404	76.3	
		Subtotal	230,077	100	230,341	100	203,150	100	(27,190)	(11.8)	1,050,033	100	
	Domestic total			271,850	98.4	257,401	98.3	296,946	99.7	39,545	15.4	1,323,357	98.1
Overseas			4,551	1.6	4,360	1.7	876	0.3	(3,483)	(79.9)	25,025	1.9	
Const. business total			276,401	100	261,761	100	297,822	100	36,061	13.8	1,348,382	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/FY2015		Result-1Q/FY2016		Result-1Q/FY2017		Variance (1Q/FY2017-1Q/FY2016)		Result-FY2016	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
Manufacturer										
Textile	1,459	0.7%	1,233	0.6%	4,121	2.4%	2,888	234.2%	6,819	0.7%
Chemical	6,581	3.3	14,495	7.3	2,933	1.7	(11,562)	(79.8)	29,360	3.1
Steel	1,357	0.7	1,512	0.8	1,371	0.8	(141)	(9.3)	6,587	0.7
Electric machinery	13,234	6.6	7,667	3.8	8,014	4.6	346	4.5	72,714	7.8
Transportal machinery	21,517	10.7	12,573	6.3	883	0.5	(11,690)	(93.0)	60,246	6.4
Other machinery	10,704	5.3	20,044	10.1	6,415	3.7	(13,628)	(68.0)	39,339	4.2
Food	425	0.2	4,579	2.3	4,339	2.5	(240)	(5.2)	14,731	1.6
Other	4,294	2.1	4,885	2.4	1,184	0.7	(3,700)	(75.7)	2,572	0.3
Subtotal	59,574	29.6	66,991	33.6	29,263	16.9	(37,728)	(56.3)	232,372	24.8
Non-Manufacturer										
Agriculture and fishery	0	0.0	0	0.0	1	0.0	1	—	122	0.0
Mining and construction	4,499	2.2	1,004	0.5	536	0.3	(467)	(46.6)	12,289	1.3
Electric and gas	4,570	2.3	12,559	6.3	3,701	2.2	(8,857)	(70.5)	24,841	2.7
Transport	9,749	4.8	12,275	6.2	6,021	3.5	(6,253)	(50.9)	83,867	8.9
Information and communication	2,624	1.3	4,256	2.1	9,943	5.8	5,687	133.6	34,631	3.7
Commerce	4,392	2.2	3,582	1.8	43,274	25.0	39,692	—	25,699	2.7
Finance and insurance	6,676	3.3	4,140	2.1	14,322	8.3	10,181	245.9	34,023	3.6
Real estate	18,540	9.2	42,080	21.1	22,340	12.9	(19,739)	(46.9)	231,061	24.7
Service	90,246	44.8	51,996	26.1	41,351	23.9	(10,644)	(20.5)	243,362	26.0
Other	549	0.3	306	0.2	2,102	1.2	1,795	585.0	14,967	1.6
Subtotal	141,850	70.4	132,201	66.4	143,596	83.1	11,394	8.6	704,866	75.2
Total	201,424	100	199,193	100	172,859	100	(26,333)	(13.2)	937,239	100

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

		Result-1Q/FY2015		Result-1Q/FY2016		Result-1Q/FY2017		Variance (1Q/FY2017-1Q/FY2016)	
		Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Domestic	Kanto region	123,904	44.8%	110,946	42.4%	106,337	35.7%	(4,609)	(4.2%)
	Kansai region	60,791	22.0	42,651	16.3	51,688	17.4	9,036	21.2
	Others	87,154	31.6	103,802	39.6	138,920	46.6	35,117	33.8
	Subtotal	271,850	98.4	257,401	98.3	296,946	99.7	39,545	15.4
Overseas	North America	2,411	0.9	2,515	1.0	847	0.3	(1,667)	(66.3)
	Asia	1,525	0.5	498	0.2	(114)	(0.0)	(612)	—
	Others	614	0.2	1,346	0.5	143	0.0	(1,203)	(89.3)
	Subtotal	4,551	1.6	4,360	1.7	876	0.3	(3,483)	(79.9)
Total		276,401	100	261,761	100	297,822	100	36,061	13.8

(Unit: million yen)

Result-FY2016	
Amount	Proportion
536,400	39.8%
342,700	25.4
444,255	32.9
1,323,357	98.1
17,666	1.3
4,822	0.4
2,536	0.2
25,025	1.9
1,348,382	100

3 Orders received of renovation projects (non-consolidated)

	Result-1Q/FY2015		Result-1Q/FY2016		Result-1Q/FY2017		Variance (1Q/FY2017-1Q/FY2016)	
	Amount	Proportion*	Amount	Proportion*	Amount	Proportion*	Amount	Variance rate
Total of orders received	42,214	19.5 %	28,733	14.2 %	38,848	18.3 %	10,115	35.2 %

(Unit: million yen)

Result-FY2016	
Amount	Proportion*
169,071	16.1 %

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/FY2015		Result-1Q/FY2016		Result-1Q/FY2017		Variance (1Q/FY2017-1Q/FY2016)		Result-FY2016	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
Office / government buildings	84,999	38.8	68,632	33.6	79,594	37.4	10,962	16.0	270,638	25.7
Accommodations	7,113	3.2	2,401	1.2	8,951	4.2	6,549	272.7	81,602	7.7
Stores	10,879	5.0	20,436	10.0	4,972	2.3	(15,464)	(75.7)	63,126	6.0
Factories and power plants	34,964	15.9	59,150	28.9	29,598	13.9	(29,552)	(50.0)	190,224	18.1
Warehouses and logistics	7,423	3.4	8,146	4.0	2,211	1.1	(5,935)	(72.9)	47,272	4.5
Houses	19,281	8.8	2,538	1.2	13,135	6.2	10,596	417.4	76,477	7.3
Education and research	21,923	10.0	7,476	3.7	34,645	16.3	27,168	363.4	106,283	10.1
Medical and welfare	18,965	8.7	17,844	8.7	9,728	4.6	(8,115)	(45.5)	69,356	6.6
Amusement	848	0.4	205	0.1	420	0.2	215	105.3	29,096	2.7
Others	12,769	5.8	17,596	8.6	29,348	13.8	11,751	66.8	118,598	11.3
Total	219,168	100	204,428	100	212,605	100	8,177	4.0	1,052,677	100

Civil engineering

(Unit: million yen)

Purpose	Result-1Q/FY2015		Result-1Q/FY2016		Result-1Q/FY2017		Variance (1Q/FY2017-1Q/FY2016)		Result-FY2016	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
Soil and river conservation	1,612	2.8	558	1.0	5,715	6.7	5,156	923.9	28,806	9.7
Railroads	3,972	7.0	15,354	26.8	8,006	9.4	(7,348)	(47.9)	68,829	23.3
Water supply and sewers	4,075	7.1	1,461	2.5	743	0.8	(718)	(49.1)	19,067	6.5
Land development	1,234	2.2	1,486	2.6	3,400	4.0	1,914	128.8	11,377	3.8
Ports and airports	2,017	3.5	342	0.6	4,078	4.8	3,735	—	1,940	0.7
Roads	20,264	35.4	17,892	31.2	37,138	43.6	19,246	107.6	95,892	32.4
Power lines	406	0.7	356	0.6	—	—	(356)	(100.0)	1,683	0.6
Others	23,650	41.3	19,880	34.7	26,134	30.7	6,254	31.5	68,107	23.0
[of the above, civil work inside factories]	[18,746]	[32.8]	[7,348]	[12.8]	[2,999]	[3.5]	[(4,348)]	[(59.2)]	[36,129]	[12.2]
Total	57,233	100	57,333	100	85,217	100	27,884	48.6	295,705	100

Construction business total

(Unit: million yen)

	Result-1Q/FY2015		Result-1Q/FY2016		Result-1Q/FY2017		Variance (1Q/FY2017-1Q/FY2016)		Result-FY2016	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
Total	276,401		261,761		297,822		36,061	13.8	1,348,382	