

# Supplementary Data on First Quarter Financial Results for Fiscal Year Ending March 31, 2019

August 7, 2018



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This document was translated into English and presented solely for the convenience of users who are not familiar with Japanese.  
If there is any discrepancy between the Japanese original and this document, the former will prevail.

# 1 Construction business - Trend of orders received (non-consolidated)

(Unit: Million yen)

			Apr.- Jun. 2016		Apr.- Jun. 2017		Apr.- Jun. 2018		YoY Change (2017 to 2018)		FY ended Mar. 2018	
			Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
Building const.	Domestic public	Central government	1,754	63.7%	1,386	3.5%	882	41.7%	(504)	(36.4)%	8,741	16.5%
		Local government and other	997	36.3	37,703	96.5	1,232	58.3	(36,471)	(96.7)	44,135	83.5
		Subtotal	2,752	100	39,090	100	2,114	100	(36,976)	(94.6)	52,877	100
	Domestic private	Manufacturer	66,991	33.6	29,263	16.9	79,010	33.6	49,747	170.0	312,190	33.6
		Non-Manufacturer	132,201	66.4	143,596	83.1	155,889	66.4	12,293	8.6	617,307	66.4
		Subtotal	199,193	100	172,859	100	234,900	100	62,040	35.9	929,497	100
	Domestic total		201,945	98.8	211,950	99.7	237,014	99.7	25,064	11.8	982,374	98.7
	Overseas		2,482	1.2	655	0.3	813	0.3	158	24.1	13,051	1.3
Building const. total		204,428	100	212,605	100	237,828	100	25,222	11.9	995,425	100	
Civil eng.	Domestic public	Central government	20,322	83.6	47,494	86.8	41,385	98.2	(6,109)	(12.9)	169,386	89.9
		Local government and other	3,984	16.4	7,210	13.2	753	1.8	(6,456)	(89.5)	19,118	10.1
		Subtotal	24,307	100	54,705	100	42,138	100	(12,566)	(23.0)	188,504	100
	Domestic private	Manufacturer	4,271	13.7	7,470	24.7	6,687	39.2	(782)	(10.5)	16,007	15.2
		Non-Manufacturer	26,876	86.3	22,820	75.3	10,369	60.8	(12,451)	(54.6)	89,453	84.8
		Subtotal	31,147	100	30,291	100	17,057	100	(13,233)	(43.7)	105,461	100
	Domestic total		55,455	96.7	84,996	99.7	59,195	91.6	(25,800)	(30.4)	293,966	95.5
Overseas		1,878	3.3	221	0.3	5,429	8.4	5,207	—	13,726	4.5	
Civil eng. total		57,333	100	85,217	100	64,625	100	(20,592)	(24.2)	307,692	100	
Total const. business	Domestic public	Central government	22,077	81.6	48,881	52.1	42,267	95.5	(6,614)	(13.5)	178,127	73.8
		Local government and other	4,982	18.4	44,913	47.9	1,985	4.5	(42,927)	(95.6)	63,254	26.2
		Subtotal	27,059	100	93,795	100	44,253	100	(49,542)	(52.8)	241,382	100
	Domestic private	Manufacturer	71,263	30.9	36,733	18.1	85,698	34.0	48,964	133.3	328,197	31.7
		Non-Manufacturer	159,078	69.1	166,417	81.9	166,259	66.0	(158)	(0.1)	706,761	68.3
		Subtotal	230,341	100	203,150	100	251,957	100	48,806	24.0	1,034,958	100
	Domestic total		257,401	98.3	296,946	99.7	296,210	97.9	(736)	(0.2)	1,276,341	97.9
Overseas		4,360	1.7	876	0.3	6,242	2.1	5,366	612.2	26,777	2.1	
Const. business total		261,761	100	297,822	100	302,453	100	4,630	1.6	1,303,118	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)

	Apr.- Jun. 2016		Apr.- Jun. 2017		Apr.- Jun. 2018		YoY Change (2017 to 2018)		FY ended Mar. 2018	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
<b>Manufacturer</b>										
Textile	1,233	0.6%	4,121	2.4%	2,810	1.2%	(1,311)	(31.8)%	12,492	1.3%
Chemical	14,495	7.3	2,933	1.7	24,734	10.5	21,800	743.2	32,342	3.5
Steel	1,512	0.8	1,371	0.8	1,698	0.7	327	23.9	16,737	1.8
Electric machinery	7,667	3.8	8,014	4.6	6,631	2.8	(1,383)	(17.3)	69,191	7.4
Transportal machinery	12,573	6.3	883	0.5	16,479	7.0	15,596	—	40,923	4.4
Other machinery	20,044	10.1	6,415	3.7	9,701	4.2	3,285	51.2	63,219	6.8
Food	4,579	2.3	4,339	2.5	10,638	4.5	6,299	145.2	51,716	5.6
Other	4,885	2.4	1,184	0.7	6,317	2.7	5,132	433.2	25,566	2.8
<b>Subtotal</b>	<b>66,991</b>	<b>33.6</b>	<b>29,263</b>	<b>16.9</b>	<b>79,010</b>	<b>33.6</b>	<b>49,747</b>	<b>170.0</b>	<b>312,190</b>	<b>33.6</b>
<b>Non-Manufacturer</b>										
Agriculture and fishery	0	0.0	1	0.0	1	0.0	0	36.7	112	0.0
Mining and construction	1,004	0.5	536	0.3	1,482	0.6	946	176.2	3,896	0.4
Electric and gas	12,559	6.3	3,701	2.2	2,627	1.1	(1,073)	(29.0)	11,615	1.2
Transport	12,275	6.2	6,021	3.5	27,093	11.6	21,072	350.0	89,694	9.7
Information and communication	4,256	2.1	9,943	5.8	38,604	16.5	28,661	288.3	31,939	3.4
Commerce	3,582	1.8	43,274	25.0	1,599	0.7	(41,675)	(96.3)	50,970	5.5
Finance and insurance	4,140	2.1	14,322	8.3	19,778	8.4	5,456	38.1	79,873	8.6
Real estate	42,080	21.1	22,340	12.9	35,269	15.0	12,928	57.9	184,260	19.8
Service	51,996	26.1	41,351	23.9	28,934	12.3	(12,416)	(30.0)	158,594	17.1
Other	306	0.2	2,102	1.2	496	0.2	(1,606)	(76.4)	6,349	0.7
<b>Subtotal</b>	<b>132,201</b>	<b>66.4</b>	<b>143,596</b>	<b>83.1</b>	<b>155,889</b>	<b>66.4</b>	<b>12,293</b>	<b>8.6</b>	<b>617,307</b>	<b>66.4</b>
<b>Total</b>	<b>199,193</b>	<b>100</b>	<b>172,859</b>	<b>100</b>	<b>234,900</b>	<b>100</b>	<b>62,040</b>	<b>35.9</b>	<b>929,497</b>	<b>100</b>

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

		Apr.- Jun. 2016		Apr.- Jun. 2017		Apr.- Jun. 2018		YoY Change (2017 to 2018)	
		Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Domestic	Kanto region	110,946	42.4%	106,337	35.7%	107,927	35.7%	1,589	1.5%
	Kansai region	42,651	16.3	51,688	17.4	53,243	17.6	1,554	3.0
	Others	103,802	39.6	138,920	46.6	135,039	44.6	(3,880)	(2.8)
	Subtotal	257,401	98.3	296,946	99.7	296,210	97.9	(736)	(0.2)
Overseas	North America	2,515	1.0	847	0.3	6,079	2.0	5,232	617.4
	Asia	498	0.2	(114)	(0.0)	56	0.0	171	—
	Others	1,346	0.5	143	0.0	106	0.1	(37)	(26.0)
	Subtotal	4,360	1.7	876	0.3	6,242	2.1	5,366	612.2
Total		261,761	100	297,822	100	302,453	100	4,630	1.6

(Unit: Million yen)

FY ended Mar. 2018	
Amount	Proportion
488,399	37.5%
346,998	26.6
440,942	33.8
1,276,341	97.9
11,691	0.9
3,730	0.3
11,355	0.9
26,777	2.1
1,303,118	100

## 3 Orders received of renovation projects (non-consolidated)

	Apr.- Jun. 2016		Apr.- Jun. 2017		Apr.- Jun. 2018		YoY Change (2017 to 2018)	
	Amount	Proportion*	Amount	Proportion*	Amount	Proportion*	Amount	Variance rate
Total of orders received	28,733	14.2 %	38,848	18.3 %	28,982	12.2 %	(9,866 )	(25.4)%

(Unit: Million yen)

FY ended Mar. 2018	
Amount	Proportion*
162,639	16.6 %

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	Apr.- Jun. 2016		Apr.- Jun. 2017		Apr.- Jun. 2018		YoY Change (2017 to 2018)		FY ended Mar. 2018	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
		%		%		%		%		%
Office / government buildings	68,632	33.6	79,594	37.4	88,943	37.4	9,348	11.7	250,859	25.2
Accommodations	2,401	1.2	8,951	4.2	3,080	1.3	(5,870)	(65.6)	86,660	8.7
Stores	20,436	10.0	4,972	2.3	26,770	11.3	21,798	438.4	33,367	3.4
Factories and power plants	59,150	28.9	29,598	13.9	65,048	27.3	35,449	119.8	194,913	19.6
Warehouses and logistics	8,146	4.0	2,211	1.1	181	0.1	(2,029)	(91.8)	88,541	8.9
Houses	2,538	1.2	13,135	6.2	5,501	2.3	(7,634)	(58.1)	85,035	8.5
Education and research	7,476	3.7	34,645	16.3	27,781	11.7	(6,863)	(19.8)	107,265	10.8
Medical and welfare	17,844	8.7	9,728	4.6	11,164	4.7	1,435	14.8	46,072	4.6
Amusement	205	0.1	420	0.2	2,873	1.2	2,452	582.6	6,207	0.6
Others	17,596	8.6	29,348	13.8	6,483	2.7	(22,864)	(77.9)	96,502	9.7
<b>Total</b>	<b>204,428</b>	<b>100</b>	<b>212,605</b>	<b>100</b>	<b>237,828</b>	<b>100</b>	<b>25,222</b>	<b>11.9</b>	<b>995,425</b>	<b>100</b>

### Civil engineering

(Unit: Million yen)

Purpose	Apr.- Jun. 2016		Apr.- Jun. 2017		Apr.- Jun. 2018		YoY Change (2017 to 2018)		FY ended Mar. 2018	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
		%		%		%		%		%
Soil and river conservation	558	1.0	5,715	6.7	189	0.3	(5,525)	(96.7)	22,535	7.3
Railroads	15,354	26.8	8,006	9.4	5,046	7.8	(2,960)	(37.0)	33,803	11.0
Water supply and sewers	1,461	2.5	743	0.8	5,701	8.8	4,957	666.9	5,332	1.7
Land development	1,486	2.6	3,400	4.0	2,683	4.1	(717)	(21.1)	23,491	7.6
Ports and airports	342	0.6	4,078	4.8	1,411	2.2	(2,667)	(65.4)	9,955	3.3
Roads	17,892	31.2	37,138	43.6	11,307	17.5	(25,831)	(69.6)	117,455	38.2
Power lines	356	0.6	—	—	110	0.2	110	—	638	0.2
Others	19,880	34.7	26,134	30.7	38,175	59.1	12,040	46.1	94,480	30.7
[of the above, civil work inside factories]	[ 7,348]	[ 12.8]	[ 2,999]	[ 3.5]	[ 4,560]	[ 7.1]	[ 1,560]	[ 52.0]	[ 45,404]	[ 14.8]
<b>Total</b>	<b>57,333</b>	<b>100</b>	<b>85,217</b>	<b>100</b>	<b>64,625</b>	<b>100</b>	<b>(20,592)</b>	<b>(24.2)</b>	<b>307,692</b>	<b>100</b>

### Construction business total

(Unit: Million yen)

	Apr.- Jun. 2016		Apr.- Jun. 2017		Apr.- Jun. 2018		YoY Change (2017 to 2018)		FY ended Mar. 2018	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
<b>Total</b>	<b>261,761</b>		<b>297,822</b>		<b>302,453</b>		<b>4,630</b>	<b>1.6</b>	<b>1,303,118</b>	