

1st Quarter : Supplementary Data on Financial Results
(April 1 to June 30, 2019)

August 7, 2019

OBAYASHI CORPORATION



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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 Orders Received by Sectors (Non-consolidated)

(1) Construction Orders Received by Sectors

(Yen in millions)

			Apr.- Jun. 2017		Apr.- Jun. 2018		Apr.- Jun. 2019		YoY Change (2018 to 2019)		FY ended Mar. 2019	
			Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% Change	Amount	% of Total
Building	Domestic public	Central government	1,386	3.5%	882	41.7%	846	5.5%	(36)	(4.1)%	11,502	63.0%
		Local government and other	37,703	96.5	1,232	58.3	14,446	94.5	13,214	—	6,762	37.0
		Subtotal	39,090	100	2,114	100	15,292	100	13,178	623.3	18,264	100
	Domestic private	Manufacturer	29,263	16.9	79,010	33.6	96,409	44.8	17,398	22.0	298,575	29.3
		Non-Manufacturer	143,596	83.1	155,889	66.4	118,625	55.2	(37,263)	(23.9)	721,899	70.7
		Subtotal	172,859	100	234,900	100	215,035	100	(19,864)	(8.5)	1,020,474	100
	Domestic total		211,950	99.7	237,014	99.7	230,328	96.3	(6,686)	(2.8)	1,038,739	99.5
	Overseas		655	0.3	813	0.3	8,911	3.7	8,097	995.6	5,594	0.5
Building Construction total		212,605	100	237,828	100	239,239	100	1,411	0.6	1,044,333	100	
Civil	Domestic public	Central government	47,494	86.8	41,385	98.2	5,871	98.9	(35,513)	(85.8)	124,673	94.2
		Local government and other	7,210	13.2	753	1.8	63	1.1	(689)	(91.6)	7,679	5.8
		Subtotal	54,705	100	42,138	100	5,935	100	(36,203)	(85.9)	132,353	100
	Domestic private	Manufacturer	7,470	24.7	6,687	39.2	1,801	35.6	(4,885)	(73.1)	18,196	16.2
		Non-Manufacturer	22,820	75.3	10,369	60.8	3,255	64.4	(7,114)	(68.6)	93,871	83.8
		Subtotal	30,291	100	17,057	100	5,057	100	(12,000)	(70.4)	112,067	100
	Domestic total		84,996	99.7	59,195	91.6	10,992	73.2	(48,203)	(81.4)	244,420	93.4
Overseas		221	0.3	5,429	8.4	4,024	26.8	(1,404)	(25.9)	17,198	6.6	
Civil Engineering total		85,217	100	64,625	100	15,016	100	(49,608)	(76.8)	261,618	100	
Total	Domestic public	Central government	48,881	52.1	42,267	95.5	6,717	31.6	(35,549)	(84.1)	136,175	90.4
		Local government and other	44,913	47.9	1,985	4.5	14,510	68.4	12,524	630.7	14,441	9.6
		Subtotal	93,795	100	44,253	100	21,228	100	(23,024)	(52.0)	150,617	100
	Domestic private	Manufacturer	36,733	18.1	85,698	34.0	98,210	44.6	12,512	14.6	316,771	28.0
		Non-Manufacturer	166,417	81.9	166,259	66.0	121,881	55.4	(44,377)	(26.7)	815,770	72.0
		Subtotal	203,150	100	251,957	100	220,092	100	(31,865)	(12.6)	1,132,541	100
	Domestic total		296,946	99.7	296,210	97.9	241,320	94.9	(54,889)	(18.5)	1,283,159	98.3
Overseas		876	0.3	6,242	2.1	12,935	5.1	6,693	107.2	22,792	1.7	
Construction Business total		297,822	100	302,453	100	254,256	100	(48,196)	(15.9)	1,305,952	100	

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

(2) Building Construction Orders Received from Domestic Private Sector

(Yen in millions)

	Apr.- Jun. 2017		Apr.- Jun. 2018		Apr.- Jun. 2019		YoY Change (2018 to 2019)		FY ended Mar. 2019	
	Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% Change	Amount	% of Total
Manufacturer										
Textile	4,121	2.4%	2,810	1.2%	951	0.4%	(1,858)	(66.1)%	14,181	1.4%
Chemical	2,933	1.7	24,734	10.5	15,298	7.1	(9,435)	(38.1)	54,750	5.4
Steel	1,371	0.8	1,698	0.7	2,514	1.2	816	48.1	6,040	0.6
Electric machinery	8,014	4.6	6,631	2.8	22,058	10.3	15,426	232.6	87,644	8.6
Transportation machinery	883	0.5	16,479	7.0	12,575	5.8	(3,904)	(23.7)	40,389	4.0
Other machinery	6,415	3.7	9,701	4.2	11,795	5.5	2,094	21.6	55,262	5.4
Food	4,339	2.5	10,638	4.5	4,105	1.9	(6,533)	(61.4)	14,390	1.4
Other	1,184	0.7	6,317	2.7	27,109	12.6	20,792	329.2	25,915	2.5
Subtotal	29,263	16.9	79,010	33.6	96,409	44.8	17,398	22.0	298,575	29.3
Non-Manufacturer										
Agriculture and fishery	1	0.0	1	0.0	—	—	(1)	(100.0)	16	0.0
Mining and construction	536	0.3	1,482	0.6	371	0.2	(1,111)	(74.9)	23,710	2.3
Electric and gas	3,701	2.2	2,627	1.1	2,146	1.0	(481)	(18.3)	20,968	2.0
Transport	6,021	3.5	27,093	11.6	21,020	9.8	(6,073)	(22.4)	116,251	11.4
Information and communication	9,943	5.8	38,604	16.5	21,584	10.0	(17,020)	(44.1)	67,111	6.6
Commerce	43,274	25.0	1,599	0.7	827	0.4	(771)	(48.2)	20,659	2.0
Finance and insurance	14,322	8.3	19,778	8.4	7,171	3.3	(12,606)	(63.7)	62,112	6.1
Real estate	22,340	12.9	35,269	15.0	25,859	12.0	(9,409)	(26.7)	138,572	13.6
Service	41,351	23.9	28,934	12.3	39,094	18.2	10,159	35.1	264,146	25.9
Other	2,102	1.2	496	0.2	549	0.3	52	10.7	8,349	0.8
Subtotal	143,596	83.1	155,889	66.4	118,625	55.2	(37,263)	(23.9)	721,899	70.7
Total	172,859	100	234,900	100	215,035	100	(19,864)	(8.5)	1,020,474	100

2 Construction Orders Received by Region (Non-consolidated)

		Apr.- Jun. 2017		Apr.- Jun. 2018		Apr.- Jun. 2019		YoY Change (2018 to 2019)		(Yen in millions) FY ended Mar. 2019	
		Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% Change	Amount	% of Total
Domestic	Kanto region	106,337	35.7%	107,927	35.7%	134,195	52.8%	26,268	24.3%	464,594	35.6%
	Kansai region	51,688	17.4	53,243	17.6	25,341	10.0	(27,902)	(52.4)	327,663	25.1
	Others	138,920	46.6	135,039	44.6	81,783	32.1	(53,256)	(39.4)	490,901	37.6
	Subtotal	296,946	99.7	296,210	97.9	241,320	94.9	(54,889)	(18.5)	1,283,159	98.3
Overseas	North America	847	0.3	6,079	2.0	78	0.0	(6,000)	(98.7)	7,588	0.6
	Asia	(114)	(0.0)	56	0.0	3,925	1.6	3,868	—	11,102	0.8
	Others	143	0.0	106	0.1	8,931	3.5	8,825	—	4,101	0.3
	Subtotal	876	0.3	6,242	2.1	12,935	5.1	6,693	107.2	22,792	1.7
Total		297,822	100	302,453	100	254,256	100	(48,196)	(15.9)	1,305,952	100

3 Construction Orders Received for Renovation Projects (Non-consolidated)

		Apr.- Jun. 2017		Apr.- Jun. 2018		Apr.- Jun. 2019		YoY Change (2018 to 2019)		(Yen in millions) FY ended Mar. 2019	
		Amount	% of Total*	Amount	% of Total*	Amount	% of Total*	Amount	% Change	Amount	% of Total*
Total of orders received		38,848	18.3 %	28,982	12.2 %	37,247	16.2 %	8,264	28.5 %	161,664	15.6 %

Note: "% of Total" shows the ratio of orders received for renovation projects to total orders received for Domestic Building Construction.

4 Construction Orders Received by Purpose (Non-consolidated)

Building Construction (Yen in millions)

Purpose	Apr.- Jun. 2017		Apr.- Jun. 2018		Apr.- Jun. 2019		YoY Change (2018 to 2019)		FY ended Mar. 2019	
	Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% Change	Amount	% of Total
Office and government buildings	79,594	37.4	88,943	37.4	83,206	34.8	(5,737)	(6.5)	253,492	24.3
Accommodations	8,951	4.2	3,080	1.3	3,691	1.5	610	19.8	33,027	3.2
Stores	4,972	2.3	26,770	11.3	3,456	1.5	(23,314)	(87.1)	87,231	8.3
Factories and power plants	29,598	13.9	65,048	27.3	64,325	26.9	(722)	(1.1)	253,091	24.2
Warehouses and logistics	2,211	1.1	181	0.1	3,637	1.5	3,456	—	46,556	4.5
Houses	13,135	6.2	5,501	2.3	12,295	5.1	6,794	123.5	98,601	9.4
Education, research and culture	34,645	16.3	27,781	11.7	38,022	15.9	10,240	36.9	117,773	11.3
Medical and welfare	9,728	4.6	11,164	4.7	25,102	10.5	13,938	124.8	55,004	5.3
Amusement	420	0.2	2,873	1.2	317	0.1	(2,555)	(88.9)	26,109	2.5
Others	29,348	13.8	6,483	2.7	5,185	2.2	(1,298)	(20.0)	73,446	7.0
Total	212,605	100	237,828	100	239,239	100	1,411	0.6	1,044,333	100

Civil Engineering (Yen in millions)

Purpose	Apr.- Jun. 2017		Apr.- Jun. 2018		Apr.- Jun. 2019		YoY Change (2018 to 2019)		FY ended Mar. 2019	
	Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% Change	Amount	% of Total
Soil and river conservation	5,715	6.7	189	0.3	445	3.0	255	134.7	10,005	3.8
Railroads	8,006	9.4	5,046	7.8	1,981	13.2	(3,064)	(60.7)	47,794	18.3
Water supply and sewers	743	0.8	5,701	8.8	58	0.4	(5,642)	(99.0)	11,718	4.5
Land development	3,400	4.0	2,683	4.1	434	2.9	(2,248)	(83.8)	18,932	7.2
Ports and airports	4,078	4.8	1,411	2.2	2,550	17.0	1,139	80.7	2,858	1.1
Roads	37,138	43.6	11,307	17.5	2,953	19.6	(8,353)	(73.9)	51,670	19.7
Power lines	—	—	110	0.2	0	0.0	(110)	(99.6)	1,198	0.5
Others	26,134	30.7	38,175	59.1	6,591	43.9	(31,584)	(82.7)	117,439	44.9
[of which, in-factory civil engineering work]	[2,999]	[3.5]	[4,560]	[7.1]	[3,384]	[22.5]	[(1,176)]	[(25.8)]	[31,109]	[11.9]
Total	85,217	100	64,625	100	15,016	100	(49,608)	(76.8)	261,618	100

Construction Business Total (Yen in millions)

	Apr.- Jun. 2017		Apr.- Jun. 2018		Apr.- Jun. 2019		YoY Change (2018 to 2019)		FY ended Mar. 2019	
	Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% Change	Amount	% of Total
Total	297,822		302,453		254,256		(48,196)	(15.9)	1,305,952	