

Supplementary Data on Financial Results for FY2013 Ended March 2014

May 14, 2014

OBAYASHI 

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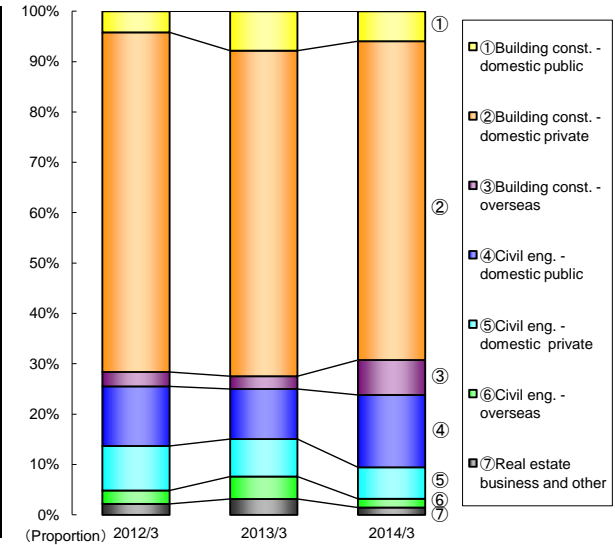
This "Supplementary data on Financial Results" contains predictions and forecasts regarding the future plans, strategies, and performance of Obayashi Corporation ("Company") and the Obayashi Group. These statements are forward-looking statements based on the assumptions and opinions made in light of 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 Transition of orders received, net sales and carried-forward contracts (non-consolidated)

(1)Orders received

(Unit: million yen)

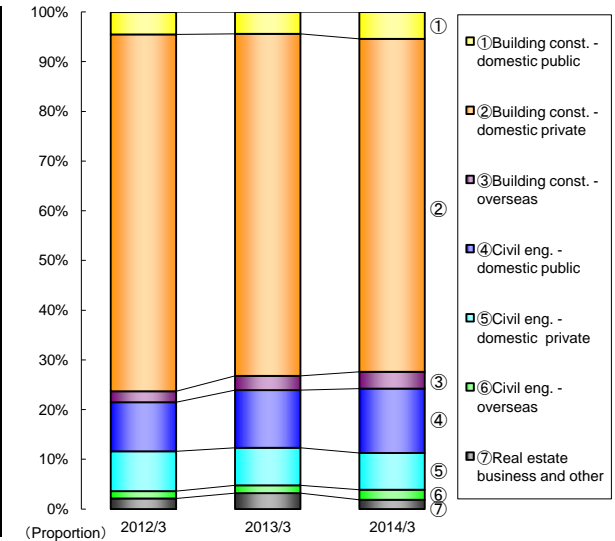
			Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
			Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Construction business	Building const.	Domestic public	43,918	4.2%	88,906	7.8%	72,920	5.9%	(15,985)	(18.0%)
		Domestic private	707,934	67.4	735,432	64.7	776,982	63.3	41,550	5.6
		Domestic total	751,852	71.6	824,339	72.5	849,903	69.2	25,564	3.1
		Overseas	29,967	2.9	28,877	2.5	85,130	6.9	56,252	194.8
		Subtotal	781,820	74.5	853,216	75.0	935,034	76.1	81,817	9.6
	Civil eng.	Domestic public	124,260	11.8	113,052	9.9	176,309	14.4	63,256	56.0
		Domestic private	92,738	8.9	84,705	7.4	76,745	6.3	(7,959)	(9.4)
		Domestic total	216,999	20.7	197,758	17.3	253,055	20.7	55,296	28.0
		Overseas	27,984	2.6	50,690	4.5	21,365	1.7	(29,325)	(57.9)
		Subtotal	244,983	23.3	248,449	21.8	274,420	22.4	25,971	10.5
	Total const. business	Domestic public	168,178	16.0	201,959	17.7	249,230	20.3	47,270	23.4
		Domestic private	800,673	76.3	820,138	72.1	853,728	69.6	33,590	4.1
		Domestic total	968,852	92.3	1,022,097	89.8	1,102,958	89.9	80,861	7.9
		Overseas	57,951	5.5	79,568	7.0	106,496	8.6	26,927	33.8
	Subtotal	1,026,804	97.8	1,101,665	96.8	1,209,454	98.5	107,788	9.8	
Real estate business and other		22,917	2.2	35,960	3.2	17,927	1.5	(18,033)	(50.1)	
Total		1,049,721	100	1,137,626	100	1,227,382	100	89,755	7.9	



(2)Net sales

(Unit: million yen)

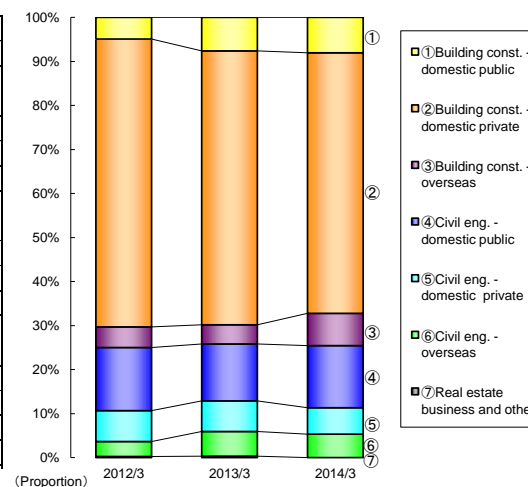
			Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
			Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Construction business	Building const.	Domestic public	43,305	4.5%	47,483	4.4%	65,118	5.4%	17,634	37.1%
		Domestic private	691,950	71.8	746,862	68.8	809,703	67.0	62,841	8.4
		Domestic total	735,256	76.3	794,345	73.2	874,821	72.4	80,475	10.1
		Overseas	21,226	2.2	31,093	2.9	40,886	3.4	9,792	31.5
		Subtotal	756,482	78.5	825,439	76.1	915,707	75.8	90,268	10.9
	Civil eng.	Domestic public	95,153	9.9	125,906	11.6	156,578	12.9	30,671	24.4
		Domestic private	77,258	8.0	81,953	7.6	89,360	7.4	7,407	9.0
		Domestic total	172,412	17.9	207,859	19.2	245,938	20.3	38,079	18.3
		Overseas	14,204	1.5	17,056	1.5	24,434	2.0	7,377	43.3
		Subtotal	186,616	19.4	224,916	20.7	270,373	22.3	45,457	20.2
	Total const. business	Domestic public	138,459	14.4	173,389	16.0	221,696	18.3	48,306	27.9
		Domestic private	769,209	79.8	828,815	76.4	899,063	74.4	70,248	8.5
		Domestic total	907,668	94.2	1,002,205	92.4	1,120,760	92.7	118,554	11.8
		Overseas	35,431	3.7	48,150	4.4	65,321	5.4	17,170	35.7
	Subtotal	943,099	97.9	1,050,356	96.8	1,186,081	98.1	135,725	12.9	
Real estate business and other		20,534	2.1	34,768	3.2	22,595	1.9	(12,173)	(35.0)	
Total		963,633	100	1,085,125	100	1,208,677	100	123,552	11.4	



(3) Carried-forward contracts

(Unit: million yen)

			Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
			Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Construction business	Building const.	Domestic public	68,548	4.9%	109,971	7.6%	117,773	8.0%	7,802	7.1%
		Domestic private	910,162	65.4	898,733	62.2	866,013	59.2	(32,720)	(3.6)
		Domestic total	978,710	70.3	1,008,704	69.8	983,786	67.2	(24,917)	(2.5)
		Overseas	65,212	4.7	62,995	4.4	107,240	7.4	44,244	70.2
		Subtotal	1,043,923	75.0	1,071,700	74.2	1,091,026	74.6	19,326	1.8
	Civil eng.	Domestic public	199,622	14.4	186,768	12.9	206,500	14.1	19,731	10.6
		Domestic private	97,731	7.0	100,483	7.0	87,868	6.0	(12,615)	(12.6)
		Domestic total	297,354	21.4	287,252	19.9	294,368	20.1	7,116	2.5
		Overseas	47,304	3.4	80,937	5.6	77,868	5.3	(3,069)	(3.8)
		Subtotal	344,658	24.8	368,190	25.5	372,237	25.4	4,047	1.1
	Total const. business	Domestic public	268,170	19.3	296,740	20.5	324,273	22.1	27,533	9.3
		Domestic private	1,007,894	72.4	999,217	69.2	953,881	65.2	(45,335)	(4.5)
Domestic total		1,276,065	91.7	1,295,957	89.7	1,278,155	87.3	(17,801)	(1.4)	
Overseas		112,516	8.1	143,933	10.0	185,108	12.7	41,174	28.6	
	Subtotal	1,388,581	99.8	1,439,891	99.7	1,463,264	100.0	23,373	1.6	
Real estate business and other			3,476	0.2	4,668	0.3	-	-	(4,668)	(100.0)
Total			1,392,057	100	1,444,559	100	1,463,264	100	18,704	1.3



2 Breakdown of contracts from domestic public sector - central and local government (non-consolidated)

(1) Orders received

(Unit: million yen)

	Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Central government	81,059	48.2 %	130,919	64.8 %	148,596	59.6 %	17,677	13.5 %
Local government and other	87,119	51.8	71,040	35.2	100,633	40.4	29,593	41.7
Total	168,178	100	201,959	100	249,230	100	47,270	23.4

(2) Net Sales

(Unit: million yen)

	Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Central government	94,677	68.4 %	104,364	60.2 %	137,688	62.1 %	33,324	31.9 %
Local government and other	43,781	31.6	69,025	39.8	84,008	37.9	14,982	21.7
Total	138,459	100	173,389	100	221,696	100	48,306	27.9

(3) Carried-forward contracts

(Unit: million yen)

	Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Central government	160,962	60.0 %	187,516	63.2 %	198,425	61.2 %	10,908	5.8 %
Local government and other	107,208	40.0	109,223	36.8	125,848	38.8	16,625	15.2
Total	268,170	100	296,740	100	324,273	100	27,533	9.3

3-1 Breakdown of contracts from domestic private sector - manufacturer and non-manufacturer (non-consolidated, building construction)

(1)Orders received

(Unit: million yen)

	Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Manufacturer	158,604	22.4%	210,235	28.6%	165,247	21.3%	(44,987)	(21.4)%
Textile	4,303	0.6	4,480	0.6	3,158	0.4	(1,322)	(29.5)
Chemical	31,109	4.4	37,948	5.2	57,211	7.4	19,263	50.8
Steel	11,405	1.6	11,466	1.6	5,236	0.7	(6,230)	(54.3)
Electric machinery	18,516	2.6	43,819	6.0	21,154	2.7	(22,665)	(51.7)
Transportal machinery	24,785	3.5	34,789	4.7	16,558	2.1	(18,231)	(52.4)
Other machinery	29,017	4.1	36,041	4.9	32,243	4.2	(3,797)	(10.5)
Food	16,370	2.3	22,401	3.0	6,798	0.9	(15,602)	(69.6)
Other	23,097	3.3	19,287	2.6	22,885	2.9	3,597	18.6
Non-Manufacturer	549,330	77.6	525,197	71.4	611,735	78.7	86,537	16.5
Agriculture and fishery	1,176	0.2	1,352	0.2	29	0.0	(1,323)	(97.8)
Mining and construction	27,851	3.9	20,209	2.7	8,814	1.1	(11,394)	(56.4)
Electric and gas	14,317	2.0	27,286	3.7	15,892	2.1	(11,393)	(41.8)
Transport	76,367	10.8	34,632	4.7	66,035	8.5	31,402	90.7
Information and communication	10,102	1.4	12,118	1.6	45,145	5.8	33,027	272.5
Commerce	55,930	7.9	33,496	4.6	32,397	4.2	(1,099)	(3.3)
Finance and insurance	39,784	5.6	35,341	4.8	28,827	3.7	(6,514)	(18.4)
Real estate	137,771	19.5	177,505	24.1	151,847	19.5	(25,657)	(14.5)
Service	186,425	26.3	168,843	23.0	253,553	32.6	84,710	50.2
Other	(397)	(0.0)	14,411	2.0	9,191	1.2	(5,219)	(36.2)
Total	707,934	100	735,432	100	776,982	100	41,550	5.6

(2)Net Sales

(Unit: million yen)

	Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Manufacturer	152,903	22.1 %	142,808	19.1 %	196,729	24.3 %	53,920	37.8 %
Non-Manufacturer	539,047	77.9	604,053	80.9	612,973	75.7	8,920	1.5
Total	691,950	100	746,862	100	809,703	100	62,841	8.4

(3)Carried-forward contracts

(Unit: million yen)

	Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Manufacturer	103,857	11.4 %	171,284	19.1 %	139,802	16.1 %	(31,481)	(18.4)%
Non-Manufacturer	806,305	88.6	727,449	80.9	726,210	83.9	(1,238)	(0.2)
Total	910,162	100	898,733	100	866,013	100	(32,720)	(3.6)

3-2 Breakdown of contracts from domestic private sector - manufacturer and non-manufacturer (non-consolidated, civil engineering)

(1)Orders received

(Unit: million yen)

	Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Manufacturer	19,701	21.2%	14,321	16.9%	11,503	15.0%	(2,817)	(19.7)%
Textile	488	0.5	1,228	1.5	548	0.7	(680)	(55.4)
Chemical	4,903	5.3	4,255	5.0	2,727	3.6	(1,528)	(35.9)
Steel	6,301	6.8	2,839	3.4	5,741	7.5	2,901	102.2
Electric machinery	240	0.3	754	0.9	65	0.1	(689)	(91.3)
Transportal machinery	1,485	1.6	1,542	1.8	1,038	1.3	(504)	(32.7)
Other machinery	4,408	4.7	3,391	4.0	948	1.2	(2,443)	(72.0)
Food	237	0.2	20	0.0	-	-	(20)	(100.0)
Other	1,636	1.8	287	0.3	433	0.6	145	50.6
Non-Manufacturer	73,037	78.8	70,384	83.1	65,242	85.0	(5,141)	(7.3)
Agriculture and fishery	34	0.0	-	-	-	0.0	-	-
Mining and construction	4,697	5.1	1,236	1.5	3,265	4.3	2,029	164.1
Electric and gas	27,829	30.0	35,199	41.6	18,758	24.4	(16,440)	(46.7)
Transport	31,601	34.1	21,131	24.9	24,340	31.7	3,208	15.2
Information and communication	298	0.3	-	-	444	0.6	444	-
Commerce	(345)	(0.4)	872	1.0	219	0.3	(653)	(74.9)
Finance and insurance	518	0.6	3,518	4.1	867	1.1	(2,650)	(75.3)
Real estate	3,225	3.5	1,511	1.8	2,807	3.7	1,296	85.8
Service	5,149	5.6	6,411	7.6	10,899	14.2	4,488	70.0
Other	27	0.0	503	0.6	3,639	4.7	3,135	623.3
Total	92,738	100	84,705	100	76,745	100	(7,959)	(9.4)

(2)Net Sales

(Unit: million yen)

	Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Manufacturer	17,192	22.3 %	16,636	20.3 %	16,243	18.2 %	(393)	(2.4)%
Non-Manufacturer	60,065	77.7	65,317	79.7	73,117	81.8	7,800	11.9
Total	77,258	100	81,953	100	89,360	100	7,407	9.0

(3)Carried-forward contracts

(Unit: million yen)

	Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Manufacturer	13,334	13.6 %	11,018	11.0 %	6,278	7.1 %	(4,740)	(43.0)%
Non-Manufacturer	84,397	86.4	89,464	89.0	81,589	92.9	(7,875)	(8.8)
Total	97,731	100	100,483	100	87,868	100	(12,615)	(12.6)

3-3 Breakdown of contracts from domestic private sector - manufacturer and non-manufacturer (non-consolidated, construction business total)

(1)Orders received

(Unit: million yen)

	Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Manufacturer	178,306	22.3%	224,556	27.4%	176,750	20.7%	(47,805)	(21.3)%
Textile	4,791	0.6	5,708	0.7	3,706	0.4	(2,002)	(35.1)
Chemical	36,012	4.5	42,204	5.2	59,939	7.0	17,735	42.0
Steel	17,706	2.2	14,305	1.8	10,977	1.3	(3,328)	(23.3)
Electric machinery	18,756	2.3	44,574	5.4	21,220	2.5	(23,354)	(52.4)
Transportal machinery	26,270	3.3	36,332	4.4	17,597	2.1	(18,735)	(51.6)
Other machinery	33,426	4.2	39,433	4.8	33,192	3.9	(6,240)	(15.8)
Food	16,607	2.1	22,421	2.7	6,798	0.8	(15,622)	(69.7)
Other	24,733	3.1	19,575	2.4	23,318	2.7	3,742	19.1
Non-Manufacturer	622,367	77.7	595,581	72.6	676,977	79.3	81,395	13.7
Agriculture and fishery	1,211	0.1	1,352	0.2	29	0.0	(1,323)	(97.8)
Mining and construction	32,549	4.1	21,446	2.6	12,080	1.4	(9,365)	(43.7)
Electric and gas	42,147	5.3	62,485	7.6	34,651	4.1	(27,833)	(44.5)
Transport	107,968	13.5	55,764	6.8	90,375	10.6	34,611	62.1
Information and communication	10,401	1.3	12,118	1.5	45,589	5.3	33,471	276.2
Commerce	55,584	6.9	34,369	4.2	32,616	3.8	(1,753)	(5.1)
Finance and insurance	40,303	5.0	38,859	4.7	29,694	3.5	(9,165)	(23.6)
Real estate	140,996	17.6	179,016	21.8	154,655	18.1	(24,360)	(13.6)
Service	191,574	23.9	175,254	21.4	264,453	31.0	89,198	50.9
Other	(370)	(0.0)	14,914	1.8	12,830	1.5	(2,083)	(14.0)
Total	800,673	100	820,138	100	853,728	100	33,590	4.1

(2)Net Sales

(Unit: million yen)

	Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Manufacturer	170,095	22.1 %	159,445	19.2 %	212,972	23.7 %	53,527	33.6 %
Non-Manufacturer	599,113	77.9	669,370	80.8	686,091	76.3	16,720	2.5
Total	769,209	100	828,815	100	899,063	100	70,248	8.5

(3)Carried-forward contracts

(Unit: million yen)

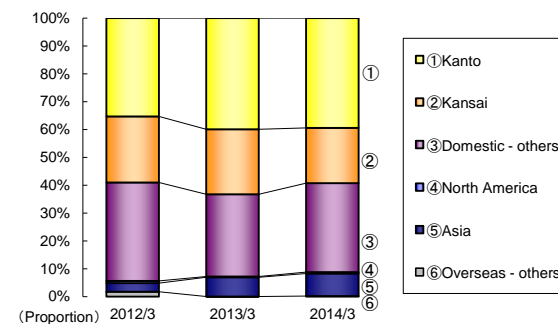
	Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Manufacturer	117,191	11.6 %	182,302	18.2 %	146,081	15.3 %	(36,221)	(19.9)%
Non-Manufacturer	890,702	88.4	816,914	81.8	807,800	84.7	(9,113)	(1.1)
Total	1,007,894	100	999,217	100	953,881	100	(45,335)	(4.5)

4 Construction business - classified by region (non-consolidated)

(1) Orders received

(Unit: million yen)

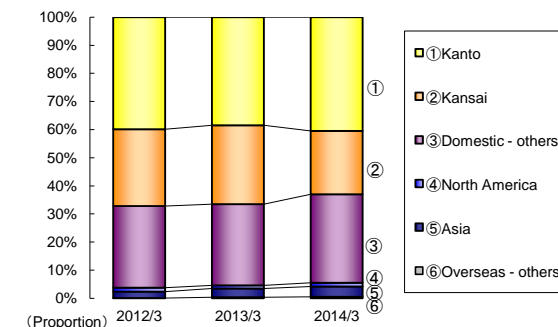
		Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
		Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Domestic	Kanto region	362,459	35.3 %	439,716	39.9 %	476,692	39.4 %	36,976	8.4 %
	Kansai region	243,525	23.7	257,138	23.4	239,943	19.8	(17,195)	(6.7)
	Others	362,867	35.4	325,243	29.5	386,323	32.0	61,080	18.8
	Subtotal	968,852	94.4	1,022,097	92.8	1,102,958	91.2	80,861	7.9
Overseas	North America	8,119	0.8	3,053	0.3	6,109	0.5	3,055	100.1
	Asia	31,777	3.1	76,079	6.9	97,953	8.1	21,874	28.8
	Others	18,054	1.7	435	0.0	2,433	0.2	1,998	459.2
	Subtotal	57,951	5.6	79,568	7.2	106,496	8.8	26,927	33.8
Total		1,026,804	100	1,101,665	100	1,209,454	100	107,788	9.8



(2) Net sales

(Unit: million yen)

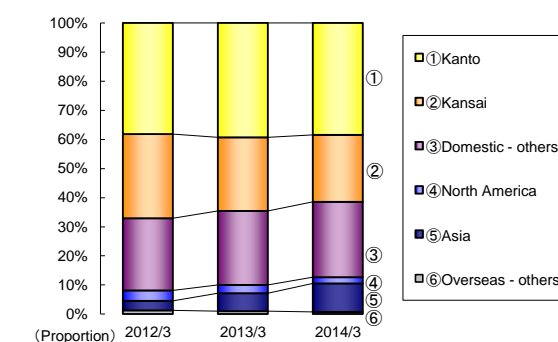
		Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
		Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Domestic	Kanto region	375,976	39.9 %	403,938	38.4 %	479,968	40.5 %	76,030	18.8 %
	Kansai region	257,698	27.3	294,721	28.1	267,319	22.5	(27,402)	(9.3)
	Others	273,993	29.0	303,545	28.9	373,471	31.5	69,926	23.0
	Subtotal	907,668	96.2	1,002,205	95.4	1,120,760	94.5	118,554	11.8
Overseas	North America	13,252	1.4	11,716	1.1	15,816	1.3	4,100	35.0
	Asia	21,600	2.3	32,697	3.1	43,494	3.7	10,797	33.0
	Others	578	0.1	3,737	0.4	6,010	0.5	2,273	60.8
	Subtotal	35,431	3.8	48,150	4.6	65,321	5.5	17,170	35.7
Total		943,099	100	1,050,356	100	1,186,081	100	135,725	12.9



(3) Carried-forward contracts

(Unit: million yen)

		Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
		Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Domestic	Kanto region	530,207	38.2 %	565,985	39.3 %	562,708	38.4 %	(3,276)	(0.6)%
	Kansai region	401,585	28.9	364,002	25.3	336,625	23.0	(27,376)	(7.5)
	Others	344,271	24.8	365,969	25.4	378,821	25.9	12,851	3.5
	Subtotal	1,276,065	91.9	1,295,957	90.0	1,278,155	87.3	(17,801)	(1.4)
Overseas	North America	49,698	3.6	41,035	2.8	31,328	2.2	(9,707)	(23.7)
	Asia	45,339	3.3	88,721	6.2	143,180	9.8	54,458	61.4
	Others	17,478	1.2	14,176	1.0	10,599	0.7	(3,576)	(25.2)
	Subtotal	112,516	8.1	143,933	10.0	185,108	12.7	41,174	28.6
Total		1,388,581	100	1,439,891	100	1,463,264	100	23,373	1.6



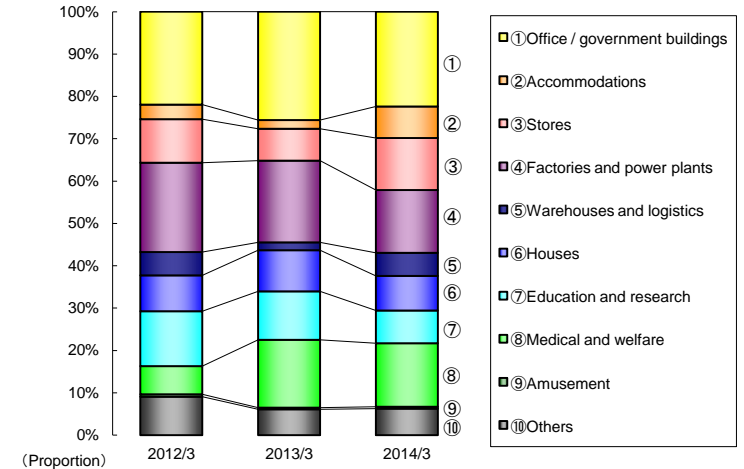
5 Construction business - classified by purpose (non-consolidated)

(1)Orders received

Building construction

(Unit: million yen)

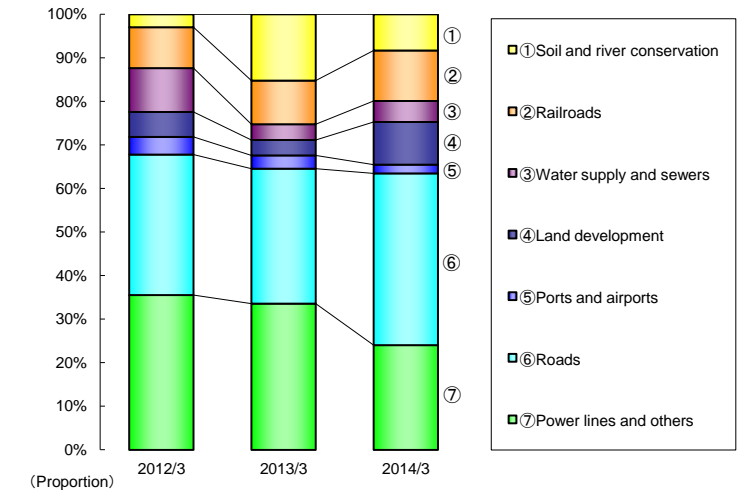
Purpose	Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Office / government buildings	171,594	21.9	218,390	25.6	209,312	22.4	(9,078)	(4.2)
Accommodations	26,891	3.4	17,510	2.1	69,653	7.5	52,143	297.8
Stores	80,388	10.3	64,248	7.5	114,868	12.3	50,620	78.8
Factories and power plants	164,891	21.1	164,613	19.3	138,623	14.8	(25,990)	(15.8)
Warehouses and logistics	43,062	5.5	15,828	1.9	50,938	5.4	35,109	221.8
Houses	66,203	8.5	82,856	9.7	76,371	8.2	(6,485)	(7.8)
Education and research	101,344	13.0	97,669	11.4	72,287	7.7	(25,382)	(26.0)
Medical and welfare	51,981	6.6	136,669	16.0	140,231	15.0	3,562	2.6
Amusement	4,468	0.6	3,323	0.4	4,158	0.4	834	25.1
Others	70,994	9.1	52,105	6.1	58,588	6.3	6,483	12.4
Total	781,820	100	853,216	100	935,034	100	81,817	9.6



Civil engineering

(Unit: million yen)

Purpose	Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Soil and river conservation	7,254	3.0	37,801	15.2	22,791	8.3	(15,010)	(39.7)
Railroads	23,008	9.4	24,895	10.0	31,805	11.6	6,910	27.8
Water supply and sewers	24,658	10.1	8,986	3.6	13,225	4.8	4,238	47.2
Land development	14,030	5.7	8,796	3.5	26,895	9.8	18,098	205.7
Ports and airports	9,926	4.0	7,564	3.1	5,500	2.0	(2,063)	(27.3)
Roads	79,016	32.3	76,965	31.0	108,203	39.4	31,238	40.6
Power lines	601	0.2	14,152	5.7	365	0.2	(13,786)	(97.4)
Others	86,486	35.3	69,286	27.9	65,633	23.9	(3,653)	(5.3)
[of the above, civil work inside factories]	[41,980]	[17.1]	[48,188]	[19.4]	[27,703]	[10.1]	[(20,484)]	[(42.5)]
Total	244,983	100	248,449	100	274,420	100	25,971	10.5

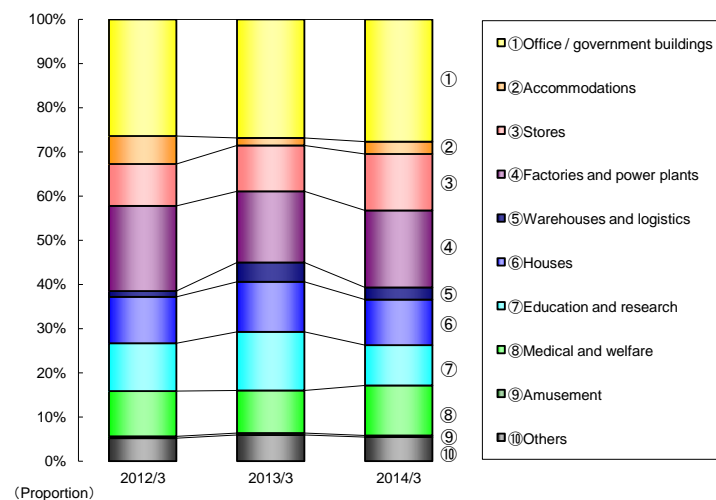


(2)Net sales

Building construction

(Unit: million yen)

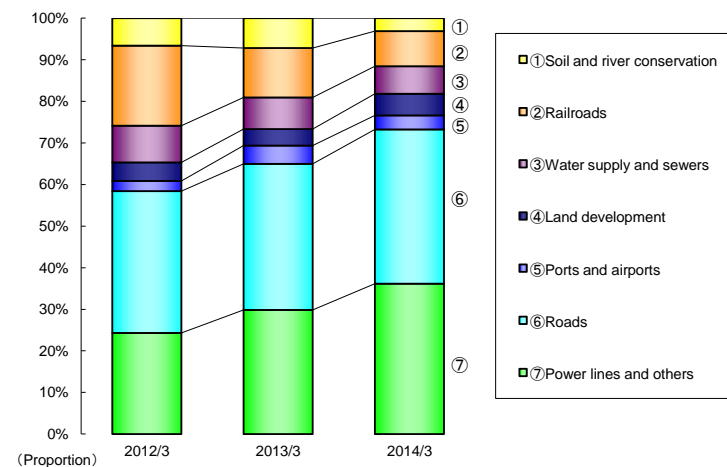
Purpose	Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
		%		%		%		%
Office / government buildings	199,703	26.4	221,537	26.8	253,415	27.7	31,877	14.4
Accommodations	47,948	6.3	14,055	1.7	25,644	2.8	11,588	82.4
Stores	71,714	9.5	85,666	10.4	117,010	12.8	31,344	36.6
Factories and power plants	145,883	19.3	132,964	16.1	159,634	17.4	26,670	20.1
Warehouses and logistics	9,904	1.3	36,140	4.4	25,177	2.8	(10,963)	(30.3)
Houses	79,442	10.5	93,495	11.3	94,384	10.3	889	1.0
Education and research	81,955	10.8	109,566	13.3	83,583	9.1	(25,983)	(23.7)
Medical and welfare	77,504	10.3	79,567	9.7	103,683	11.3	24,116	30.3
Amusement	3,112	0.4	3,554	0.4	3,309	0.4	(244)	(6.9)
Others	39,314	5.2	48,890	5.9	49,864	5.4	974	2.0
Total	756,482	100	825,439	100	915,707	100	90,268	10.9



Civil engineering

(Unit: million yen)

Purpose	Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
		%		%		%		%
Soil and river conservation	12,324	6.6	16,160	7.2	8,437	3.1	(7,722)	(47.8)
Railroads	35,929	19.3	26,721	11.9	22,822	8.5	(3,898)	(14.6)
Water supply and sewers	16,472	8.8	17,098	7.6	17,884	6.6	786	4.6
Land development	8,322	4.5	8,913	4.0	14,077	5.2	5,164	57.9
Ports and airports	4,557	2.4	9,892	4.4	9,104	3.4	(788)	(8.0)
Roads	63,633	34.1	79,001	35.1	100,277	37.1	21,276	26.9
Power lines	1,428	0.8	927	0.4	3,844	1.4	2,916	314.3
Others	43,948	23.5	66,201	29.4	93,923	34.7	27,722	41.9
[of the above, civil work inside factories]	[27,097]	[14.5]	[39,449]	[17.5]	[47,604]	[17.6]	[8,155]	[20.7]
Total	186,616	100	224,916	100	270,373	100	45,457	20.2

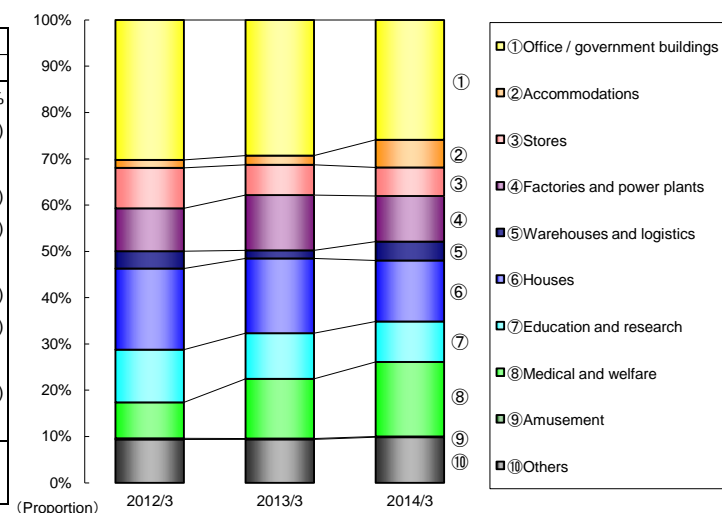


(3) Carried-forward contracts

Building construction

(Unit: million yen)

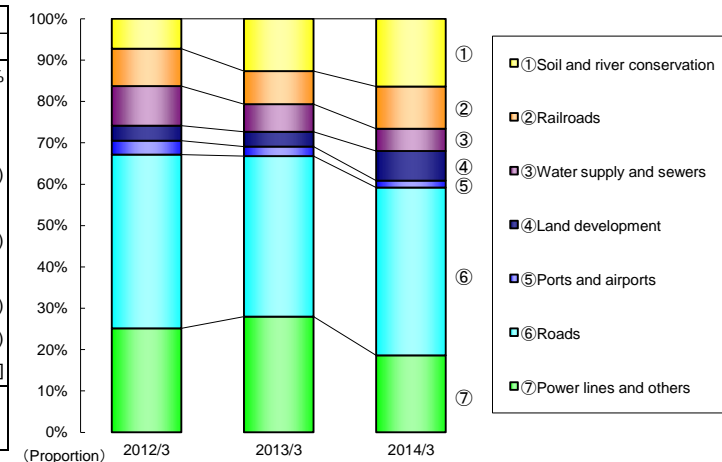
Purpose	Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Office / government buildings	315,570	30.2	313,924	29.3	282,345	25.9	(31,579)	(10.1)
Accommodations	17,886	1.7	21,322	2.0	65,237	6.0	43,914	206.0
Stores	91,294	8.7	70,087	6.5	67,321	6.2	(2,765)	(3.9)
Factories and power plants	96,718	9.3	128,013	11.9	107,462	9.8	(20,550)	(16.1)
Warehouses and logistics	39,068	3.7	18,763	1.8	44,530	4.1	25,767	137.3
Houses	182,948	17.5	173,073	16.1	143,776	13.2	(29,297)	(16.9)
Education and research	118,906	11.4	105,670	9.9	95,339	8.7	(10,331)	(9.8)
Medical and welfare	81,089	7.8	138,249	12.9	175,679	16.1	37,430	27.1
Amusement	2,589	0.3	1,978	0.2	1,735	0.1	(242)	(12.3)
Others	97,850	9.4	100,617	9.4	107,598	9.9	6,980	6.9
Total	1,043,923	100	1,071,700	100	1,091,026	100	19,326	1.8



Civil engineering

(Unit: million yen)

Purpose	Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Soil and river conservation	24,943	7.2	46,597	12.7	60,977	16.4	14,380	30.9
Railroads	31,160	9.0	29,421	8.0	38,016	10.2	8,595	29.2
Water supply and sewers	32,979	9.6	24,600	6.7	20,038	5.4	(4,562)	(18.5)
Land development	12,521	3.6	13,184	3.6	26,657	7.2	13,472	102.2
Ports and airports	11,593	3.4	8,488	2.3	6,241	1.7	(2,246)	(26.5)
Roads	144,821	42.0	142,915	38.8	151,056	40.6	8,141	5.7
Power lines	166	0.1	13,382	3.6	9,903	2.6	(3,479)	(26.0)
Others	86,472	25.1	89,600	24.3	59,346	15.9	(30,253)	(33.8)
[of the above, civil work inside factories]	[42,936]	[12.5]	[51,674]	[14.0]	[31,778]	[8.5]	[(19,896)]	[(38.5)]
Total	344,658	100	368,190	100	372,237	100	4,047	1.1



6 Orders received - renovation projects (non-consolidated)

(Unit: million yen)

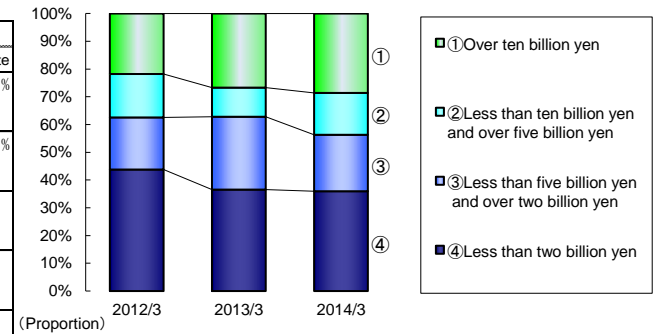
	Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
	Amount	Proportion*	Amount	Proportion*	Amount	Proportion*	Amount	Variance rate
Total of orders received	154,920	20.6 %	134,121	16.3 %	134,510	15.8 %	388	0.3 %

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

7 Breakdown of orders received - classified by contract amount (non-consolidated)

(Unit: million yen)

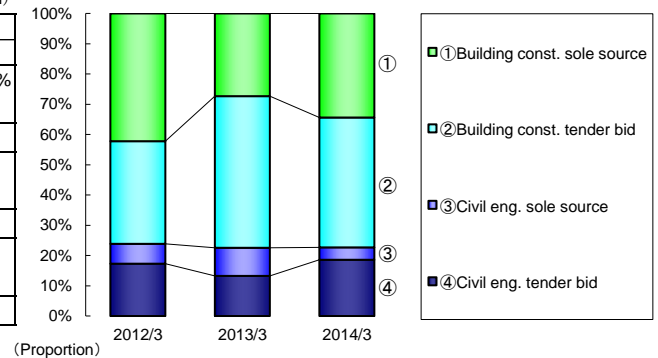
	Result-FY2011			Result-FY2012			Result-FY2013			Variance (FY2013-FY2012)		
	Number	Amount	Proportion	Number	Amount	Proportion	Number	Amount	Proportion	Number	Amount	Variance Rate
Over ten billion yen	13	223,674	21.8 %	18	293,998	26.7 %	20	345,934	28.6 %	2	51,935	17.7 %
Less than ten billion yen and over five billion yen	25	160,714	15.6 %	17	115,679	10.5 %	27	182,419	15.1 %	10	66,740	57.7 %
Less than five billion yen and over two billion yen	62	192,770	18.8 %	89	289,250	26.2 %	81	246,089	20.3 %	(8)	(43,160)	(14.9) %
Less than two billion yen	-	449,644	43.8 %	-	402,737	36.6 %	-	435,011	36.0 %	-	32,273	8.0 %
Total	-	1,026,804	100 %	-	1,101,665	100 %	-	1,209,454	100 %	-	107,788	9.8 %



8 Breakdown of orders received - sole source or tender bid (non-consolidated)

(Unit: million yen)

		Result-FY2011		Result-FY2012		Result-FY2013		Variance (FY2013-FY2012)	
		Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Building Const.	Sole source	433,443	55.4 %	301,035	35.3 %	415,861	44.5 %	114,826	38.1 %
	Tender bid	348,376	44.6 %	552,181	64.7 %	519,172	55.5 %	(33,008)	(6.0) %
	Subtotal	781,820	100 %	853,216	100 %	935,034	100 %	81,817	9.6 %
Civil Eng.	Sole source	67,347	27.5 %	102,355	41.2 %	49,487	18.0 %	(52,867)	(51.7) %
	Tender bid	177,636	72.5 %	146,093	58.8 %	224,932	82.0 %	78,839	54.0 %
	Subtotal	244,983	100 %	248,449	100 %	274,420	100 %	25,971	10.5 %
Total	Sole source	500,791	48.8 %	403,390	36.6 %	465,349	38.5 %	61,958	15.4 %
	Tender bid	526,013	51.2 %	698,275	63.4 %	744,105	61.5 %	45,830	6.6 %
	Total	1,026,804	100 %	1,101,665	100 %	1,209,454	100 %	107,788	9.8 %



9 Net sales of real estate business and other - classified by type of business
(non-consolidated)

(Unit: million yen)

	Result-FY2011	Result-FY2012	Result-FY2013	Variance (FY 2013-FY 2012)	
				Amount	Variance rate
Real estate for sale	2,766	19,003	6,425	(12,578)	(66.2)%
Real estate for rent	7,012	7,650	7,179	(470)	(6.2)
Other	10,755	8,114	8,990	876	10.8
Total	20,534	34,768	22,595	(12,173)	(35.0)

10 Breakdown of capital expenditure

(1)Consolidated

(Unit: million yen)

	Result-FY2012	Result-FY2013	Forecast-FY2014
Construction segment	5,900	9,849	13,000
Real estate segment	26,488	42,783	29,000
Other	2,695	*	16,477
Total	35,084	69,110	58,000

* The capital expenditure mainly used for the solar power generation business. (Obayashi Clean Energy and other)

(2)Non-consolidated

(Unit: million yen)

	Result-FY2012	Result-FY2013	Forecast-FY2014
Construction segment	2,844	5,667	7,500
Real estate segment	3,462	15,943	11,000
Other	344	107	500
Total	6,651	21,719	19,000

11 Depreciation, research and development expense and number of personnel

(1)Depreciation

(Unit: million yen)

	Result-FY2012	Result-FY2013	Forecast-FY2014
Consolidated	10,916	12,103	13,700
Non-consolidated	5,905	5,538	5,500

(2)Research and development expense

(Unit: million yen)

	Result-FY2012	Result-FY2013	Forecast-FY2014
Consolidated	8,742	8,927	9,700
Non-consolidated	8,514	8,680	9,500

(3)Number of personnel

(Unit: person)

	Result-FY2012	Result-FY2013	Forecast-FY2014
Consolidated	12,838	12,856	13,200
Non-consolidated	8,179	8,329	8,400

This overview of forecast was prepared for reference purpose only and was prepared on the basis of information available at the time of the release of this document. Due to various factors, the actual result may vary from the forecast data.

12 Net sales and operating income by business segment (consolidated)

(Unit: million yen)

	Result-FY2011			Result-FY2012			Result-FY2013			Variance (FY2013-FY2012)	
	Net sales	Operating income	Operating margin	Net sales	Operating income	Operating margin	Net sales	Operating income	Operating margin	Net sales	Operating income
Domestic building const.	761,807	14,288	1.9%	822,936	11,067	1.3%	902,488	5,109	0.6%	79,552	(5,957)
Overseas building const.	137,241	1,118	0.8	196,110	6,429	3.3	243,393	6,273	2.6	47,283	(156)
Building construction	899,049	15,407	1.7	1,019,046	17,496	1.7	1,145,882	11,382	1.0	126,835	(6,113)
Domestic civil eng.	240,085	2,959	1.2	283,591	8,411	3.0	321,005	11,419	3.6	37,413	3,008
Overseas civil eng.	31,058	9,174	29.5	40,544	(1,742)	(4.3)	54,186	(3,615)	(6.7)	13,641	(1,873)
Civil engineering	271,143	12,133	4.5	324,136	6,669	2.1	375,191	7,803	2.1	51,055	1,134
Construction business	1,170,192	27,541	2.4	1,343,183	24,165	1.8	1,521,074	19,186	1.3	177,890	(4,978)
Real estate business	41,103	2,891	7.0	66,687	10,150	15.2	51,668	11,222	21.7	(15,018)	1,072
Others	34,476	713	2.1	38,435	837	2.2	40,014	1,582	4.0	1,579	744
Total	1,245,772	31,145	2.5	1,448,305	35,153	2.4	1,612,756	31,991	2.0	164,451	(3,161)

Note: "Net sales" and "Operating income" above show external sales and operating income on external sales respectively.

"Net sales" total and "Operating income" total for each year above equal to net sales and operating income shown in the consolidated statements of income respectively.

13 Net sales by region (consolidated)

(Unit: million yen)

	Result-FY2011			Result-FY2012			Result-FY2013			Variance (FY2013-FY2012)	
	Amount	Proportion	(Ovs. proportion)	Amount	Proportion	(Ovs. proportion)	Amount	Proportion	(Ovs. proportion)	Amount	Variance rate
Japan	1,075,768	86.4%		1,209,602	83.5%		1,312,840	81.4%		103,238	8.5%
Overseas	170,004	13.6	(100)%	238,702	16.5	(100)%	299,916	18.6	(100)%	61,213	25.6
North America	101,240	8.1	(59.6)	120,219	8.3	(50.4)	157,029	9.7	(52.4)	36,809	30.6
Asia	66,683	5.3	(39.2)	113,276	7.8	(47.4)	135,104	8.4	(45.0)	21,828	19.3
Others	2,080	0.2	(1.2)	5,206	0.4	(2.2)	7,781	0.5	(2.6)	2,574	49.4
Total	1,245,772	100		1,448,305	100		1,612,756	100		164,451	11.4

14 Performance of principal subsidiaries

(Unit: million yen, person)

(1) Domestic subsidiaries

No.	Name of company	Segment	% held by the Group	Result-FY2012				Result-FY2013				Forecast-FY2014				Result-FY2013				
				Net sales	Operating income	Ordinary income	Net income	Net sales	Operating income	Ordinary income	Net income	Net sales	Operating income	Ordinary income	Net income	Total assets	Net assets	Interest-bearing debt	Number of personnel	
1	Naigai Technos	Domestic Building const.	100.0%	87,819	325	310	134	93,037	612	619	376	88,700	554	556	331	40,740	4,567	-	130	
2	Obayashi Facilities	Domestic Building const.	100.0%	21,370	1,591	1,621	956	23,040	1,855	1,887	1,109	22,196	1,490	1,524	1,216	14,767	9,360	-	469	
3	Oak Setsubi	Domestic Building const.	100.0%	14,991	54	57	30	14,033	168	182	165	17,300	149	150	110	10,707	1,818	-	226	
4	Obayashi Road	Domestic Civil Eng.	40.4%	94,729	3,740	3,758	2,016	108,863	6,790	6,938	4,038	109,000	5,010	5,000	2,970	79,151	30,478	2,000	984	
5	Obayashi Real Estate	Real Estate Business	100.0%	12,516	2,491	1,739	792	15,214	4,877	4,176	2,926	15,975	4,480	3,845	2,466	102,780	13,852	68,134	63	
6	Seiwa Real Estate	Real Estate Business	100.0%	29,562	4,887	4,462	2,448	24,217	5,484	5,056	3,160	20,122	4,052	3,631	2,172	57,949	10,653	39,446	95	
7	Oak Information System	Other	100.0%	7,341	271	284	155	6,645	320	336	198	6,180	121	136	78	4,700	3,363	-	173	
8	OC Finance	Other	100.0%	1,060	545	545	391	1,398	976	976	667	1,204	732	732	527	80,760	3,794	62,291	-	
9	Ibaraki Green	Other	100.0%	1,425	199	178	94	1,377	212	210	127	1,358	199	177	113	6,160	1,679	3,673	74	
10	HR Osaka	Other	100.0%	4,513	(86)	(87)	(73)	4,080	(172)	(172)	(1,052)	-	-	-	736	(4,220)	3,545	-		
11	Obayashi Clean Energy *1	Other		45	(206)	(210)	(152)	824	(498)	(593)	(454)	3,022	(352)	(1,098)	(893)	13,292	(870)	13,200	-	
12	27 PFI Subsidiaries	Other		26,881	503	570	279	28,214	594	631	339	26,327	398	415	167	88,891	1,239	79,863	72	
	Others			6,628	206	277	369	6,662	(208)	(135)	(318)	7,379	41	49	(28)					
Domestic subsidiaries(Total 49) total				308,885	14,523	13,507	7,444	327,611	21,012	20,114	11,283	318,766	16,876	15,119	9,231					
				Variance to former FY.				18,725	6,488	6,606	3,839	(8,844)	(4,135)	(4,994)	(2,051)					

*1 Obayashi Clean Energy includes its subsidiary which runs solar power business.

(2) Overseas subsidiaries

No.	Name of company	Segment	% held by the Group	Result-FY2012				Result-FY2013				Forecast-FY2014				Result-FY2013				
				Net sales	Operating income	Ordinary income	Net income	Net sales	Operating income	Ordinary income	Net income	Net sales	Operating income	Ordinary income	Net income	Total assets	Net assets	liability-debt	Number of personnel	
13	E.W. Howell Co., LLC	Overseas Building const.	92.0%	20,707	293	300	297	19,558	(6)	(2)	2	24,423	96	101	100	8,451	2,161	-	96	
14	Webcor, LP	Overseas Building const.	70.0%	62,100	16	221	22	84,544	341	425	327	114,588	289	289	215	32,022	2,486	2,265	428	
15	James E. Roberts-Obayashi, Corp.	Overseas Building const.	51.0%	-	-	-	-	7,098	48	58	33	16,909	256	268	160	3,957	890	-	53	
16	Kenaidan Group Ltd.	Overseas Civil Eng.	51.0%	22,010	1,079	1,163	860	24,465	686	765	630	24,299	162	234	148	12,607	3,197	516	170	
17	Thai Obayashi	Overseas Building const.	50.0%	47,494	4,324	4,721	3,539	35,906	4,017	4,352	3,380	34,900	1,992	2,312	1,778	33,041	27,579	-	945	
18	PT. Jaya Obayashi	Overseas Building const.	85.0%	14,625	710	756	326	17,436	1,483	1,751	1,241	17,439	1,001	1,001	477	6,350	1,677	-	118	
19	Taiwan Obayashi	Overseas Building const.	100.0%	11,525	384	389	318	17,560	736	743	582	21,120	738	744	564	10,880	3,050	-	96	
20	Obayashi Vietnam	Overseas Building const.	100.0%	6,818	227	247	203	18,227	450	507	378	15,401	327	330	257	6,898	2,523	-	126	
21	OC Real Estate Management, LLC	Real Estate Business	100.0%	205	61	17	18	230	63	10	10	2,208	2,027	1,957	1,946	1,641	704	876	-	
	Others			7,058	(418)	(242)	(171)	7,176	320	655	670	42,177	1,442	1,393	1,279					
Overseas subsidiaries(Total 36) total				192,546	6,678	7,576	5,415	232,203	8,142	9,268	7,257	313,467	8,334	8,632	6,929					
				Variance to former FY.				39,657	1,463	1,691	1,842	81,264	192	(635)	(328)					
Subsidiaries(Total 85) total				501,431	21,202	21,083	12,859	559,814	29,154	29,382	18,540	632,234	25,211	23,752	16,161					
				Variance to former FY.				58,382	7,952	8,298	5,681	72,419	(3,943)	(5,629)	(2,379)					

*2 E.W.Howell Co., LLC, Webcor, LP and James E. Roberts -Obayashi, Corp. are consolidated subsidiaries of Obayashi USA, LLC.

*3 Kenaidan Group Ltd. is a consolidated subsidiaries of Obayashi Canada Holdings Ltd.

Note: This overview of forecast was prepared for reference purpose only and was prepared on the basis of information available at the time of the release of this document. Due to various factors, the actual result may vary from the forecast data.

15 Overview of principal private finance initiative (PFI) business projects

No.	Name of business	Location	Type of business	Special purpose company			Gross business expenses
		Business term		Date of establishment	capital stock	% held by Obayashi	
1	New Office for the Members of the House of Representatives construction and operation project	Chiyoda-ku, Tokyo	BTO	HOR Kaikan PFI			105.8billion yen
		Aug. 2007 - Mar. 2020 (13 years)		12/26/2005	500million yen	41% (Affiliated company)	
2	Shimane Asahi Rehabilitation Program Center construction and operation project	Hamada City, Shimane	BOT	Shimane Asahi Social Support			87.8billion yen
		Oct. 2008 - Mar. 2026 (17 years)		3/20/2006	10million yen	48% (Subsidiary)	
3	Kanagawa Cancer Center construction and operation project	Yokohama City, Kanagawa	BTO	Kanagawa Medical Service			63.2billion yen
		Nov. 2013 - Mar. 2034 (20 years)		2/25/2010	100million yen	55% (Subsidiary)	
4	Kanagawa University of Human Services construction project	Yokosuka City, Kanagawa	BTO	PFI Kanagawa			32.3billion yen
		Feb. 2003 - Mar. 2033 (30 Years)		5/25/2000	10million yen	99.5% (Subsidiary)	
5	Suginami Koukaidou Hall reconstruction, management and operation project	Suginami-ku, Tokyo	BOT	PFI Suginami Koukaidou Hall			25.8billion yen
		Jun. 2006 - Mar. 2036 (30 years)		1/16/2003	10million yen	61% (Subsidiary)	
6	Okubo Drainage and Purification Plant construction and operation project	Saitama City, Saitama	BTO	PFI Okubo Techno Resource			24.2billion yen
		Apr. 2008 - Mar. 2028 (20 years)		12/3/2004	10million yen	20% (Affiliated Company)	
7	Harima Rehabilitation Program Center operation project	Kakogawa City, Hyogo	O&M	Harima Social Support			23.5billion yen
		Oct. 2007 - Mar. 2022 (15 years)		5/24/2007	50million yen	67% (Subsidiary)	

Note: This chart does not contain the projects already finished.

Other 26 projects 195.1billion yen
 Total 33 projects 557.7billion yen