

3rd Quarter : Supplementary Data on Financial Results
(April 1, 2019 to December 31, 2019)

February 12, 2020

OBAYASHI CORPORATION



Contents

	page
1 Construction Orders Received by Sectors (Non-consolidated)	1
2 Construction Orders Received by Region (Non-consolidated)	3
3 Construction Orders Received of Renovation Projects (Non-consolidated, Domestic Building Construction)	3
4 Construction Orders Received by Purpose (Non-consolidated)	4

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.-Dec. 2017		Apr.-Dec. 2018		Apr.-Dec. 2019		YoY Change (2018-2019)		FY ended Mar. 2019	
			Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% Change	Amount	% of Total
Building	Domestic public	Central government	9,904	18.6%	10,239	83.9%	14,993	32.1%	4,753	46.4%	11,502	63.0%
		Local government and other	43,375	81.4	1,965	16.1	31,723	67.9	29,757	—	6,762	37.0
		Subtotal	53,280	100	12,205	100	46,717	100	34,511	282.8	18,264	100
	Domestic private	Manufacturer	204,961	32.8	206,370	34.8	290,171	39.5	83,800	40.6	298,575	29.3
		Non-Manufacturer	420,846	67.2	385,950	65.2	443,974	60.5	58,023	15.0	721,899	70.7
		Subtotal	625,807	100	592,321	100	734,145	100	141,824	23.9	1,020,474	100
	Domestic total		679,087	98.8	604,526	99.2	780,862	98.5	176,335	29.2	1,038,739	99.5
	Overseas		8,159	1.2	4,847	0.8	12,257	1.5	7,409	152.9	5,594	0.5
Building Construction total		687,246	100	609,374	100	793,119	100	183,745	30.2	1,044,333	100	
Civil	Domestic public	Central government	116,463	90.5	69,386	93.2	48,130	91.1	(21,255)	(30.6)	124,673	94.2
		Local government and other	12,293	9.5	5,026	6.8	4,730	8.9	(295)	(5.9)	7,679	5.8
		Subtotal	128,756	100	74,412	100	52,861	100	(21,550)	(29.0)	132,353	100
	Domestic private	Manufacturer	12,800	16.8	16,357	18.5	8,331	11.7	(8,026)	(49.1)	18,196	16.2
		Non-Manufacturer	63,258	83.2	72,059	81.5	62,748	88.3	(9,310)	(12.9)	93,871	83.8
		Subtotal	76,058	100	88,416	100	71,079	100	(17,336)	(19.6)	112,067	100
	Domestic total		204,814	94.2	162,828	95.3	123,941	80.5	(38,887)	(23.9)	244,420	93.4
Overseas		12,718	5.8	8,095	4.7	30,009	19.5	21,913	270.7	17,198	6.6	
Civil Engineering total		217,533	100	170,924	100	153,950	100	(16,973)	(9.9)	261,618	100	
Total	Domestic public	Central government	126,368	69.4	79,625	91.9	63,124	63.4	(16,501)	(20.7)	136,175	90.4
		Local government and other	55,668	30.6	6,992	8.1	36,454	36.6	29,462	421.4	14,441	9.6
		Subtotal	182,036	100	86,617	100	99,578	100	12,961	15.0	150,617	100
	Domestic private	Manufacturer	217,761	31.0	222,728	32.7	298,502	37.1	75,774	34.0	316,771	28.0
		Non-Manufacturer	484,104	69.0	458,009	67.3	506,722	62.9	48,713	10.6	815,770	72.0
		Subtotal	701,865	100	680,737	100	805,225	100	124,487	18.3	1,132,541	100
	Domestic total		883,902	97.7	767,355	98.3	904,804	95.5	137,448	17.9	1,283,159	98.3
Overseas		20,877	2.3	12,943	1.7	42,266	4.5	29,323	226.6	22,792	1.7	
Construction Business total		904,780	100	780,298	100	947,070	100	166,771	21.4	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.-Dec. 2017		Apr.-Dec. 2018		Apr.-Dec. 2019		YoY Change (2018-2019)		FY ended Mar. 2019	
	Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% Change	Amount	% of Total
Manufacturer										
Textile	6,807	1.1%	10,179	1.7%	4,087	0.6%	(6,092)	(59.8)%	14,181	1.4%
Chemical	22,266	3.6	33,855	5.7	48,112	6.6	14,257	42.1	54,750	5.4
Steel	3,865	0.6	4,505	0.8	4,470	0.6	(35)	(0.8)	6,040	0.6
Electric machinery	43,348	6.9	53,019	8.9	144,051	19.6	91,031	171.7	87,644	8.6
Transportation machinery	21,301	3.4	32,525	5.5	30,937	4.2	(1,588)	(4.9)	40,389	4.0
Other machinery	41,009	6.6	41,677	7.0	19,211	2.6	(22,465)	(53.9)	55,262	5.4
Food	50,027	8.0	12,281	2.1	7,377	1.0	(4,903)	(39.9)	14,390	1.4
Other	16,333	2.6	18,325	3.1	31,922	4.3	13,596	74.2	25,915	2.5
Subtotal	204,961	32.8	206,370	34.8	290,171	39.5	83,800	40.6	298,575	29.3
Non-Manufacturer										
Agriculture and fishery	111	0.0	10	0.0	230	0.0	219	—	16	0.0
Mining and construction	1,467	0.2	23,142	3.9	3,613	0.5	(19,529)	(84.4)	23,710	2.3
Electric and gas	6,387	1.0	11,322	1.9	3,190	0.5	(8,131)	(71.8)	20,968	2.0
Transport	27,974	4.5	92,897	15.7	56,023	7.6	(36,873)	(39.7)	116,251	11.4
Information and communication	18,487	3.0	51,858	8.8	47,818	6.5	(4,040)	(7.8)	67,111	6.6
Commerce	47,745	7.6	6,738	1.1	5,242	0.7	(1,495)	(22.2)	20,659	2.0
Finance and insurance	68,323	10.9	25,772	4.4	39,034	5.3	13,262	51.5	62,112	6.1
Real estate	128,206	20.5	85,264	14.4	101,882	13.9	16,618	19.5	138,572	13.6
Service	118,700	19.0	84,331	14.2	183,225	25.0	98,894	117.3	264,146	25.9
Other	3,442	0.5	4,612	0.8	3,711	0.5	(901)	(19.5)	8,349	0.8
Subtotal	420,846	67.2	385,950	65.2	443,974	60.5	58,023	15.0	721,899	70.7
Total	625,807	100	592,321	100	734,145	100	141,824	23.9	1,020,474	100

2 Construction Orders Received by Region (Non-consolidated)

		Apr.-Dec. 2017		Apr.-Dec. 2018		Apr.-Dec. 2019		YoY Change (2018-2019)		(Yen in millions)	
		Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% Change	Amount	% of Total
Domestic	Kanto region	350,656	38.8%	231,029	29.6%	415,490	43.9%	184,460	79.8 %	464,594	35.6%
	Kansai region	205,712	22.7	174,124	22.3	147,798	15.6	(26,326)	(15.1)	327,663	25.1
	Others	327,533	36.2	362,200	46.4	341,514	36.0	(20,685)	(5.7)	490,901	37.6
	Subtotal	883,902	97.7	767,355	98.3	904,804	95.5	137,448	17.9	1,283,159	98.3
Overseas	North America	10,378	1.1	7,094	0.9	6,557	0.7	(537)	(7.6)	7,588	0.6
	Asia	3,648	0.4	2,270	0.3	26,797	2.8	24,527	—	11,102	0.8
	Others	6,850	0.8	3,578	0.5	8,911	1.0	5,332	149.0	4,101	0.3
	Subtotal	20,877	2.3	12,943	1.7	42,266	4.5	29,323	226.6	22,792	1.7
Total		904,780	100	780,298	100	947,070	100	166,771	21.4	1,305,952	100

3 Construction Orders Received of Renovation Projects (Non-consolidated, Domestic Building Construction)

		Apr.-Dec. 2017		Apr.-Dec. 2018		Apr.-Dec. 2019		YoY Change (2018-2019)		(Yen in millions)	
		Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% Change	Amount	% of Total
Total of Orders Received		111,930	16.5 %	102,605	17.0 %	107,644	13.8 %	5,039	4.9 %	161,664	15.6 %

Note : "% of Total" shows ratio of "orders received of renovation projects" to "orders received of domestic building construction."

4 Construction Orders Received by Purpose (Non-consolidated)

Building Construction

(Yen in millions)

Purpose	Apr.-Dec. 2017		Apr.-Dec. 2018		Apr.-Dec. 2019		YoY Change (2018-2019)		FY ended Mar. 2019	
	Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% Change	Amount	% of Total
Office and government buildings	178,641	26.0	174,954	28.7	276,750	34.9	101,796	58.2	253,492	24.3
Accommodations	65,558	9.5	4,953	0.8	8,897	1.1	3,943	79.6	33,027	3.2
Stores	17,027	2.5	75,761	12.4	11,891	1.5	(63,870)	(84.3)	87,231	8.3
Factories and power plants	141,973	20.7	178,302	29.3	245,374	31.0	67,072	37.6	253,091	24.2
Warehouses and logistics	45,853	6.7	17,405	2.9	54,206	6.8	36,801	211.4	46,556	4.5
Houses	78,359	11.4	9,224	1.5	31,928	4.0	22,703	246.1	98,601	9.4
Education, research and culture	78,644	11.4	59,003	9.7	79,525	10.0	20,522	34.8	117,773	11.3
Medical and welfare	20,198	2.9	27,923	4.6	40,459	5.1	12,536	44.9	55,004	5.3
Amusement	2,134	0.3	12,447	2.0	3,324	0.4	(9,122)	(73.3)	26,109	2.5
Others	58,854	8.6	49,397	8.1	40,759	5.2	(8,637)	(17.5)	73,446	7.0
Total	687,246	100	609,374	100	793,119	100	183,745	30.2	1,044,333	100

Civil Engineering

(Yen in millions)

Purpose	Apr.-Dec. 2017		Apr.-Dec. 2018		Apr.-Dec. 2019		YoY Change (2018-2019)		FY ended Mar. 2019	
	Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% Change	Amount	% of Total
Soil and river conservation	17,411	8.0	8,808	5.1	5,146	3.3	(3,661)	(41.6)	10,005	3.8
Railroads	23,535	10.8	39,928	23.4	49,534	32.2	9,605	24.1	47,794	18.3
Water supply and sewers	4,316	2.0	9,553	5.6	8,331	5.4	(1,221)	(12.8)	11,718	4.5
Land development	17,855	8.2	18,118	10.6	8,360	5.4	(9,757)	(53.9)	18,932	7.2
Ports and airports	9,488	4.4	2,691	1.6	4,867	3.2	2,175	80.8	2,858	1.1
Roads	83,263	38.3	23,223	13.6	36,280	23.6	13,057	56.2	51,670	19.7
Power lines	84	0.0	1,198	0.7	29	0.0	(1,168)	(97.5)	1,198	0.5
Others	61,579	28.3	67,402	39.4	41,397	26.9	(26,004)	(38.6)	117,439	44.9
[of which, in-factory civil engineering work]	[26,566]	[12.2]	[23,411]	[13.7]	[11,264]	[7.3]	[(12,146)]	[(51.9)]	[31,109]	[11.9]
Total	217,533	100	170,924	100	153,950	100	(16,973)	(9.9)	261,618	100

Construction Business Total

(Yen in millions)

	Apr.-Dec. 2017		Apr.-Dec. 2018		Apr.-Dec. 2019		YoY Change (2018-2019)		FY ended Mar. 2019	
	Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% Change	Amount	% of Total
Total	904,780		780,298		947,070		166,771	21.4	1,305,952	