

3rd Quarter Supplementary Data on Financial Results
(April 1 to December 31, 2018)

February 14, 2019



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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.- Dec. 2016		Apr.- Dec. 2017		Apr.- Dec. 2018		YoY Change (2017 to 2018)		FY ended Mar. 2018	
			Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% Change	Amount	% of Total
Building Const.	Domestic public	Central government	21,549	25.9%	9,904	18.6%	10,239	83.9%	334	3.4 %	8,741	16.5%
		Local government and other	61,728	74.1	43,375	81.4	1,965	16.1	(41,409)	(95.5)	44,135	83.5
		Subtotal	83,278	100	53,280	100	12,205	100	(41,075)	(77.1)	52,877	100
	Domestic private	Manufacturer	142,981	24.0	204,961	32.8	206,370	34.8	1,409	0.7	312,190	33.6
		Non-Manufacturer	453,328	76.0	420,846	67.2	385,950	65.2	(34,895)	(8.3)	617,307	66.4
		Subtotal	596,309	100	625,807	100	592,321	100	(33,486)	(5.4)	929,497	100
	Domestic total		679,587	99.4	679,087	98.8	604,526	99.2	(74,561)	(11.0)	982,374	98.7
	Overseas		3,838	0.6	8,159	1.2	4,847	0.8	(3,311)	(40.6)	13,051	1.3
	Building Const. total		683,426	100	687,246	100	609,374	100	(77,872)	(11.3)	995,425	100
Civil Eng.	Domestic public	Central government	68,398	77.2	116,463	90.5	69,386	93.2	(47,077)	(40.4)	169,386	89.9
		Local government and other	20,161	22.8	12,293	9.5	5,026	6.8	(7,266)	(59.1)	19,118	10.1
		Subtotal	88,560	100	128,756	100	74,412	100	(54,344)	(42.2)	188,504	100
	Domestic private	Manufacturer	12,392	15.5	12,800	16.8	16,357	18.5	3,557	27.8	16,007	15.2
		Non-Manufacturer	67,805	84.5	63,258	83.2	72,059	81.5	8,800	13.9	89,453	84.8
		Subtotal	80,197	100	76,058	100	88,416	100	12,358	16.2	105,461	100
	Domestic total		168,757	91.5	204,814	94.2	162,828	95.3	(41,985)	(20.5)	293,966	95.5
Overseas		15,617	8.5	12,718	5.8	8,095	4.7	(4,622)	(36.3)	13,726	4.5	
Civil Eng. total		184,375	100	217,533	100	170,924	100	(46,608)	(21.4)	307,692	100	
Total Const. Business	Domestic public	Central government	89,948	52.3	126,368	69.4	79,625	91.9	(46,742)	(37.0)	178,127	73.8
		Local government and other	81,890	47.7	55,668	30.6	6,992	8.1	(48,676)	(87.4)	63,254	26.2
		Subtotal	171,838	100	182,036	100	86,617	100	(95,419)	(52.4)	241,382	100
	Domestic private	Manufacturer	155,373	23.0	217,761	31.0	222,728	32.7	4,967	2.3	328,197	31.7
		Non-Manufacturer	521,133	77.0	484,104	69.0	458,009	67.3	(26,095)	(5.4)	706,761	68.3
		Subtotal	676,507	100	701,865	100	680,737	100	(21,127)	(3.0)	1,034,958	100
	Domestic total		848,345	97.8	883,902	97.7	767,355	98.3	(116,546)	(13.2)	1,276,341	97.9
Overseas		19,456	2.2	20,877	2.3	12,943	1.7	(7,934)	(38.0)	26,777	2.1	
Const. Business total		867,802	100	904,780	100	780,298	100	(124,481)	(13.8)	1,303,118	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. 2016		Apr.- Dec. 2017		Apr.- Dec. 2018		YoY Change (2017 to 2018)		FY ended Mar. 2018	
	Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% Change	Amount	% of Total
Manufacturer										
Textile	4,632	0.8%	6,807	1.1%	10,179	1.7%	3,372	49.5 %	12,492	1.3%
Chemical	25,282	4.2	22,266	3.6	33,855	5.7	11,589	52.0	32,342	3.5
Steel	4,116	0.7	3,865	0.6	4,505	0.8	640	16.6	16,737	1.8
Electric machinery	13,197	2.2	43,348	6.9	53,019	8.9	9,671	22.3	69,191	7.4
Transportation machinery	47,615	8.0	21,301	3.4	32,525	5.5	11,223	52.7	40,923	4.4
Other machinery	31,944	5.4	41,009	6.6	41,677	7.0	667	1.6	63,219	6.8
Food	6,913	1.2	50,027	8.0	12,281	2.1	(37,746)	(75.5)	51,716	5.6
Other	9,279	1.5	16,333	2.6	18,325	3.1	1,991	12.2	25,566	2.8
Subtotal	142,981	24.0	204,961	32.8	206,370	34.8	1,409	0.7	312,190	33.6
Non-Manufacturer										
Agriculture and fishery	122	0.0	111	0.0	10	0.0	(101)	(90.9)	112	0.0
Mining and construction	9,538	1.6	1,467	0.2	23,142	3.9	21,674	—	3,896	0.4
Electric and gas	18,489	3.1	6,387	1.0	11,322	1.9	4,934	77.3	11,615	1.2
Transport	22,741	3.8	27,974	4.5	92,897	15.7	64,923	232.1	89,694	9.7
Information and communication	20,884	3.5	18,487	3.0	51,858	8.8	33,370	180.5	31,939	3.4
Commerce	21,431	3.6	47,745	7.6	6,738	1.1	(41,007)	(85.9)	50,970	5.5
Finance and insurance	13,520	2.3	68,323	10.9	25,772	4.4	(42,550)	(62.3)	79,873	8.6
Real estate	156,135	26.2	128,206	20.5	85,264	14.4	(42,942)	(33.5)	184,260	19.8
Service	187,865	31.5	118,700	19.0	84,331	14.2	(34,368)	(29.0)	158,594	17.1
Other	2,597	0.4	3,442	0.5	4,612	0.8	1,170	34.0	6,349	0.7
Subtotal	453,328	76.0	420,846	67.2	385,950	65.2	(34,895)	(8.3)	617,307	66.4
Total	596,309	100	625,807	100	592,321	100	(33,486)	(5.4)	929,497	100

2 Construction Orders Received by Region (Non-consolidated)

		Apr.- Dec. 2016		Apr.- Dec. 2017		Apr.- Dec. 2018		YoY Change (2017 to 2018)		(Yen in millions) FY ended Mar. 2018	
		Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% Change	Amount	% of Total
Domestic	Kanto region	347,693	40.1%	350,656	38.8%	231,029	29.6%	(119,626)	(34.1)%	488,399	37.5%
	Kansai region	200,226	23.1	205,712	22.7	174,124	22.3	(31,587)	(15.4)	346,998	26.6
	Others	300,426	34.6	327,533	36.2	362,200	46.4	34,667	10.6	440,942	33.8
	Subtotal	848,345	97.8	883,902	97.7	767,355	98.3	(116,546)	(13.2)	1,276,341	97.9
Overseas	North America	13,805	1.6	10,378	1.1	7,094	0.9	(3,284)	(31.6)	11,691	0.9
	Asia	3,817	0.4	3,648	0.4	2,270	0.3	(1,378)	(37.8)	3,730	0.3
	Others	1,833	0.2	6,850	0.8	3,578	0.5	(3,271)	(47.8)	11,355	0.9
	Subtotal	19,456	2.2	20,877	2.3	12,943	1.7	(7,934)	(38.0)	26,777	2.1
Total		867,802	100	904,780	100	780,298	100	(124,481)	(13.8)	1,303,118	100

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

		Apr.- Dec. 2016		Apr.- Dec. 2017		Apr.- Dec. 2018		YoY Change (2017 to 2018)		(Yen in millions) FY ended Mar. 2018	
		Amount	% of Total*	Amount	% of Total*	Amount	% of Total*	Amount	% Change	Amount	% of Total*
Total of Orders received		109,988	16.2 %	111,930	16.5 %	102,605	17.0 %	(9,325)	(8.3)%	162,639	16.6 %

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.- Dec. 2016		Apr.- Dec. 2017		Apr.- Dec. 2018		YoY Change (2017 to 2018)		FY ended Mar. 2018	
	Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% Change	Amount	% of Total
Office and government buildings	215,846	31.6	178,641	26.0	174,954	28.7	(3,687)	(2.1)	250,859	25.2
Accommodations	18,525	2.7	65,558	9.5	4,953	0.8	(60,605)	(92.4)	86,660	8.7
Stores	49,786	7.3	17,027	2.5	75,761	12.4	58,734	344.9	33,367	3.4
Factories and power plants	114,046	16.7	141,973	20.7	178,302	29.3	36,328	25.6	194,913	19.6
Warehouses and logistics	39,222	5.7	45,853	6.7	17,405	2.9	(28,447)	(62.0)	88,541	8.9
Houses	47,454	6.9	78,359	11.4	9,224	1.5	(69,134)	(88.2)	85,035	8.5
Education, research and culture	65,021	9.5	78,644	11.4	59,003	9.7	(19,641)	(25.0)	107,265	10.8
Medical and welfare	42,813	6.3	20,198	2.9	27,923	4.6	7,725	38.2	46,072	4.6
Amusement	22,342	3.3	2,134	0.3	12,447	2.0	10,312	483.0	6,207	0.6
Others	68,366	10.0	58,854	8.6	49,397	8.1	(9,457)	(16.1)	96,502	9.7
Total	683,426	100	687,246	100	609,374	100	(77,872)	(11.3)	995,425	100

Civil engineering

(Yen in millions)

Purpose	Apr.- Dec. 2016		Apr.- Dec. 2017		Apr.- Dec. 2018		YoY Change (2017 to 2018)		FY ended Mar. 2018	
	Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% Change	Amount	% of Total
Soil and river conservation	4,108	2.2	17,411	8.0	8,808	5.1	(8,602)	(49.4)	22,535	7.3
Railroads	47,260	25.6	23,535	10.8	39,928	23.4	16,393	69.7	33,803	11.0
Water supply and sewers	13,067	7.1	4,316	2.0	9,553	5.6	5,237	121.4	5,332	1.7
Land development	4,246	2.3	17,855	8.2	18,118	10.6	262	1.5	23,491	7.6
Ports and airports	1,537	0.9	9,488	4.4	2,691	1.6	(6,796)	(71.6)	9,955	3.3
Roads	64,554	35.0	83,263	38.3	23,223	13.6	(60,039)	(72.1)	117,455	38.2
Power lines	2,185	1.2	84	0.0	1,198	0.7	1,113	—	638	0.2
Others	47,414	25.7	61,579	28.3	67,402	39.4	5,823	9.5	94,480	30.7
[of which, in-factory civil engineering work]	[20,441]	[11.1]	[26,566]	[12.2]	[23,411]	[13.7]	[(3,154)]	[(11.9)]	[45,404]	[14.8]
Total	184,375	100	217,533	100	170,924	100	(46,608)	(21.4)	307,692	100

Construction business total

(Yen in millions)

Purpose	Apr.- Dec. 2016		Apr.- Dec. 2017		Apr.- Dec. 2018		YoY Change (2017 to 2018)		FY ended Mar. 2018	
	Amount	% of Total	Amount	% of Total	Amount	% of Total	Amount	% Change	Amount	% of Total
Total	867,802		904,780		780,298		(124,481)	(13.8)	1,303,118	