Obayashi Corporation Presentation on Financial Results for FY2025 1st Quarter (April 1, 2025 to June 30, 2025)



August 8, 2025

PRIME 1802

Disclaimer Regarding the Appropriate Use of Financial Forecasts:

The forward-looking statements in this document, including financial forecasts, are based on information currently available to the Company and certain assumptions that the Company has judged to be reasonable, and are not intended as a guarantee of their realization. Actual results may differ significantly from the forecasts due to various factors.

Disclaimer Regarding the Translation

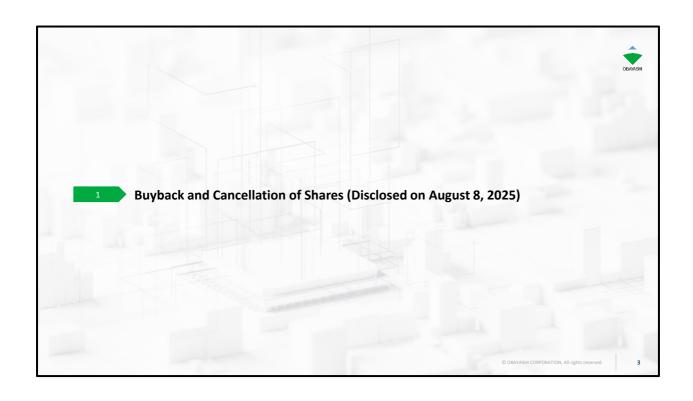
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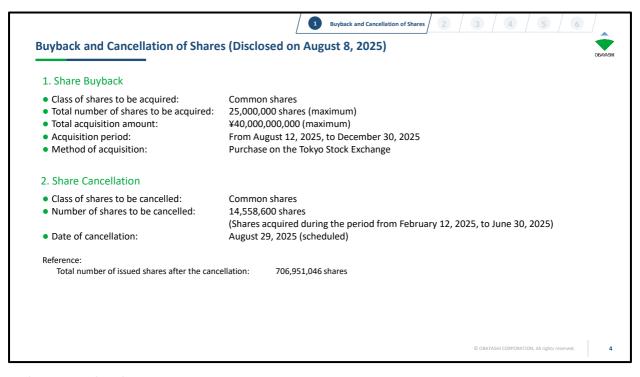
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Share Buyback

In the Addendum to Obayashi Group Medium-Term Business Plan 2022, we aim to achieve a return on equity (ROE) of 10% by the final year of the current medium-term business plan (FY2026, ending March 2027) through the following:

- Pursuing management that emphasizes capital efficiency and promoting sustainable profit growth through growth strategies
- Setting the level of necessary equity at one trillion yen and implementing a strategic capital policy

Specifically, we have taken or plan to take the following actions:

- ✓ Acquisition of our own shares on a scale of ¥100.0B by the end of FY2026.
- ✓ Completed the acquisition of our own shares totaling ¥30.0B by June 2025.
- Based on a comprehensive analysis of factors including the Group's solid performance, investment plan, reduction of cross-shareholdings as planned, and stable financial situation, we have now resolved to acquire our own shares as outlined in this slide.
- ✓ Any future acquisition of our own shares will be disclosed promptly upon decision.
- Cancellation of the acquired treasury shares will be conducted as outlined in this slide.





Change in Foreign Currency Translation Method



The exchange rate used to translate the results of overseas Group companies will be changed from the exchange rate as of the end of a reporting period (hereinafter, the "closing rate") to the average exchange rate during the period (hereinafter, the "average rate"). This change will be applied starting from the FY2025 first quarter results.

1. Items Subject to Change

- Income statement items pertaining to overseas Group companies, such as net sales and profit (i.e., revenue and expense items)
- Orders received by overseas Group companies
 - *There will be no change in the translation method for results at the non-consolidated level or for balance sheet items related to overseas transactions.

2. Calculation Method for the Average Rate

The average rate is calculated for each reporting period and for each currency.

Example: In the case of an overseas Group company with a December fiscal year-end

FY2025 1Q Results

Before the change: Exchange rate as of the end of March 2025

After the change: Average rate in FY2025 1Q

FY2025 Full Year Results

Before the change: Exchange rate as of the end of December 2025

After the change: Average rate in FY2025 (full year)

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Change in Foreign Currency Translation Method



3. Reasons for the Change in the Foreign Currency Translation Method

- To mitigate the impact of sudden foreign exchange fluctuations on financial results and forecasts and to more accurately represent actual transaction conditions in the income statements using rates that more closely reflect market rates.
- Overseas Group companies are accounting for a growing share of consolidated performance, driven by M&A and the growth of existing Group companies.

4. Regarding Previously Disclosed Financial Results

The change to the average rate will be <u>retrospectively applied only to the results for the previous fiscal year (FY2024)</u>. Accordingly, in various FY2025 financial disclosures, the FY2024 quarterly results will be presented as figures recalculated using the average rate. Note that the initially assumed exchange rate for the FY2025 forecasts remains unchanged (1 USD = 145 JPY).

■ FY2024 Full Year Results

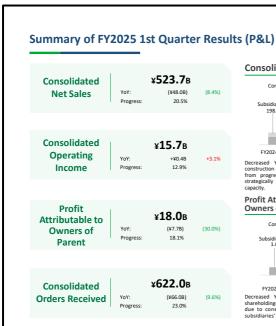
(Millions of yen)

	Before Retrospective Application (Closing Rate) A	After Retrospective Application (Average Rate) B	Difference B–A
Net Sales	2,620,101	2,590,765	(29,336)
Operating Income	143,442	142,469	(972)
Profit Attributable to Owners of Parent	146,052	145,355	(696)
Orders Received	3,357,214	3,316,662	(40,552)

Reference: USD/JPY rates for FY2024 (fiscal year ended Mar. 2025) were 158.18 for the closing rate (end of Dec. 2024) and 151.44 for the average rate.

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Consolidated Net Sales 2.560.0 Consolidated 523.7 1,530.0

FY2024 1Q Results FY2025 1Q Results FY2025 Forecasts

Decreased Yo?: In domestic building, net sales of completed construction contracts declined compared to Pr2024—which benefited from progress in large projects—and due to new orders being strategically received in alignment with the current construction capacity.

Profit Attributable to Owners of Parent

Consolidated 100.0



Decreased YoY: Extraordinary income from the sale of cross-shareholdings declined (profit of subsidiaries is temporarily negative due to consolidated accounting implications of revisions to the subsidiaries' dividend policy).

Consolidated Operating Income (Billions of yen)

FY2025 1st Quarter Results



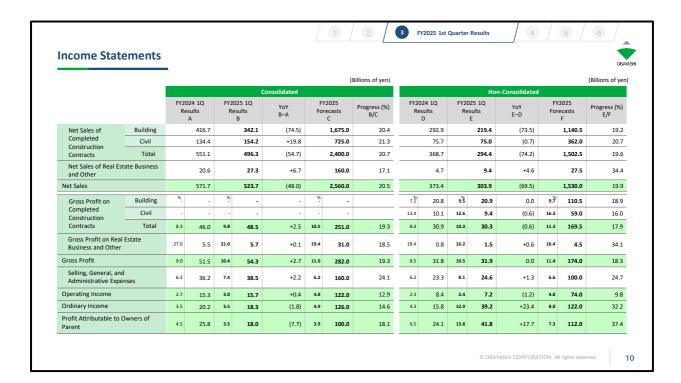
FY2024 1Q Results FY2025 1Q Results FY2025 Forecasts

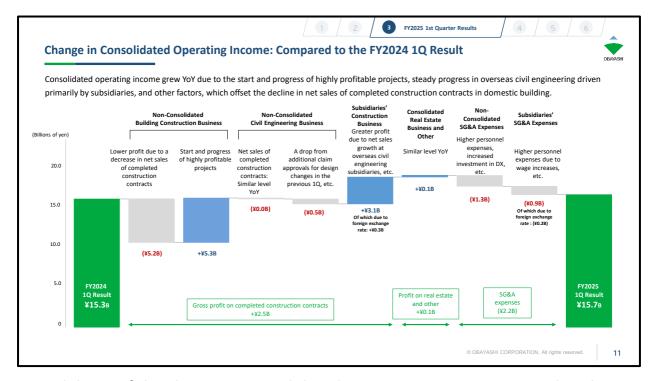
Roughly at a similar level YoY: The start and progress of highly profitable projects, along with steady progress in overseas civil engineering, offset the decline in net sales of completed construction contracts in domestic building.

Consolidated Orders Received (Billions of yen)



FY2024 1Q Results FY2025 1Q Results FY2025 Forecasts Decreased YoY: Due to a decline in new orders for large projects in domestic building and civil engineering.

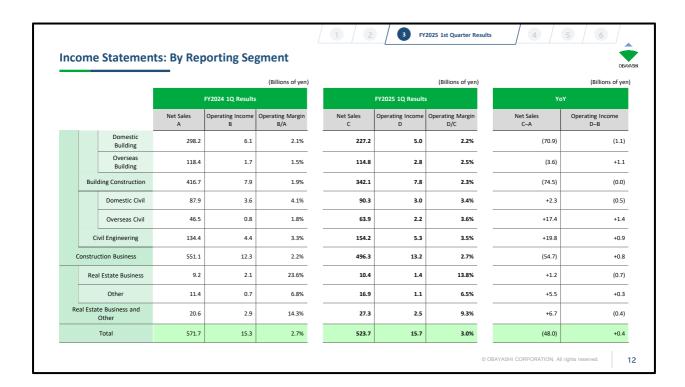


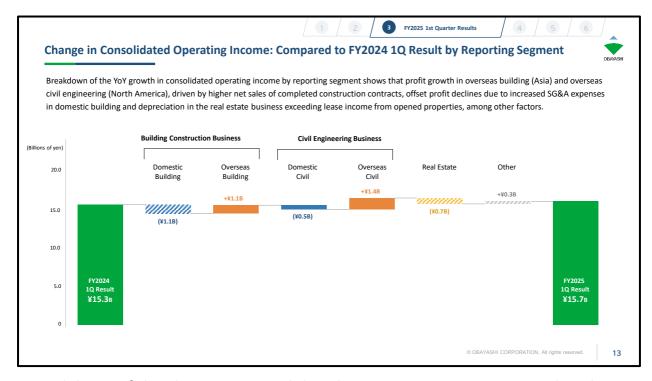


Breakdown of the change in consolidated operating income compared to the FY2024 1Q result

Consolidated operating income grew modestly as a result of factors including the following:

- ✓ Non-consolidated building construction business Similar level YoY: The start and progress of highly profitable projects offset a decline in profit due to lower net sales of completed construction contracts.
- ✓ Non-consolidated civil engineering business Declined compared to the previous 1Q, which benefited from additional claim approvals for design changes.
- ✓ **Subsidiaries' construction business**Greater profit due to net sales growth at overseas civil engineering subsidiaries.
- ✓ SG&A expenses
 Personnel expenses increased due to wage increases.





Breakdown of the change in consolidated operating income compared to the FY2024 1Q result by reporting segment

Consolidated operating income grew YoY as a result of the following factors:

(-) Domestic building construction business

Gross profit on completed construction contracts was at a similar level YoY, but SG&A expenses increased due to wage increases and other factors.

(-) Domestic civil engineering business

Declined compared to the previous 1Q, which benefited from additional claim approvals for design changes.

(–) Real estate business

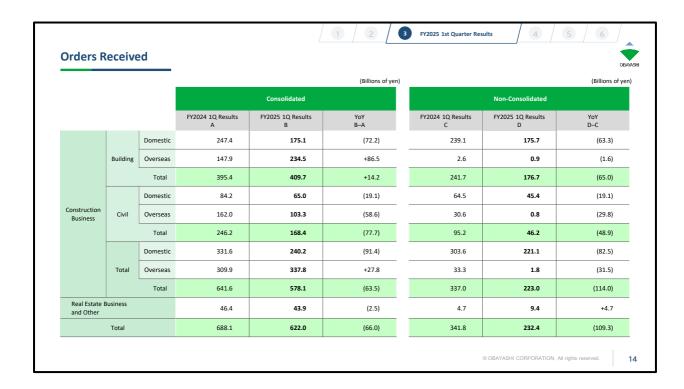
Depreciation exceeded lease income from opened properties.

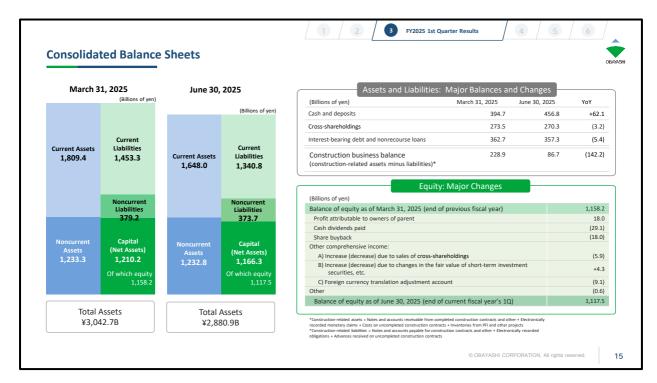
(+) Overseas building construction business

Increase in net sales of completed construction contracts at subsidiaries in Asia.

(+) Overseas civil engineering business

Increase in net sales of completed construction contracts at subsidiaries in North America.





<u>Change in consolidated balance sheets from the end of FY2024 to the end of FY2025 1Q</u>

Consolidated operating income grew YoY as a result of the following factors:

✓ Cash and deposits

Increased due to progress payments received for large construction projects.

✓ Cross-shareholdings

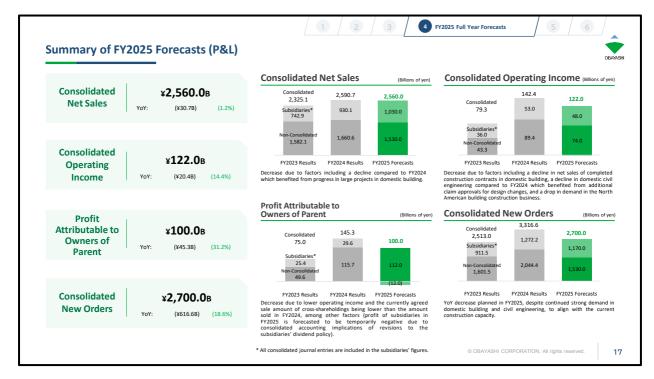
Decreased slightly, as progress was made in the sale of cross-shareholdings while their stock market prices rose.

✓ Interest-bearing debt and nonrecourse loans Decreased slightly.

✓ Equity

Decreased due to factors including the payment of year-end dividends and the acquisition of ¥18.0B of our own shares—the remaining portion of the total planned acquisition of ¥30.0B that had not been executed as of the end of the previous fiscal year.

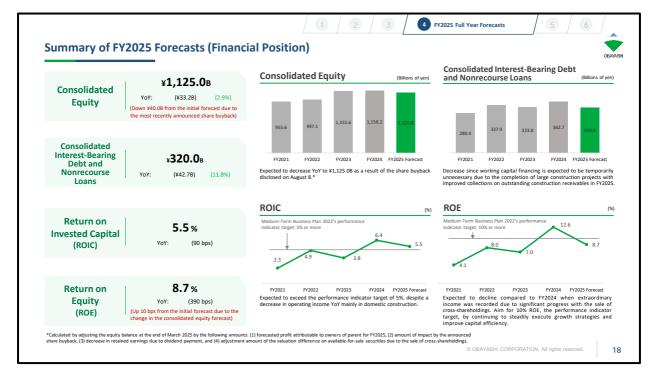




Summary of FY2025 forecasts (P&L)

No change from the figures announced on May 13, 2025:

- ✓ Consolidated net sales
- ✓ Consolidated operating income
- ✓ Profit attributable to owners of parent
- ✓ Consolidated new orders



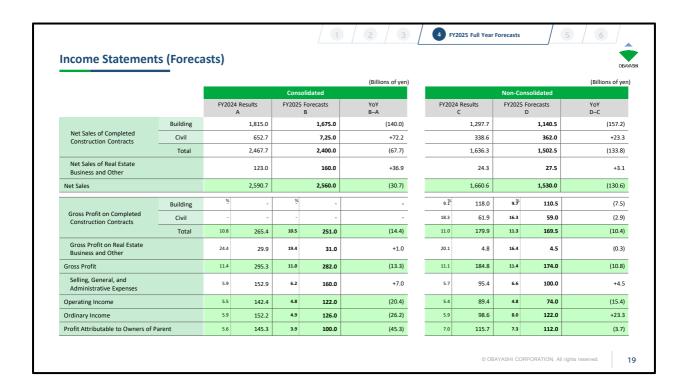
Summary of FY2025 forecasts (financial position)

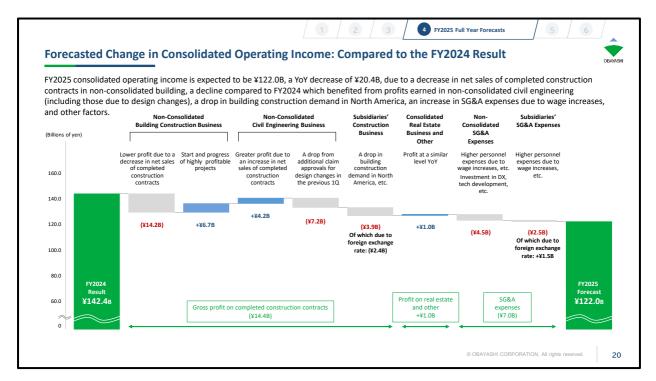
Forecasts for the following items have been updated from the figures announced on May 13, 2025, due to the resolution to acquire up to ¥40.0B of our own shares by the end of December 2025:

- ✓ Consolidated equity: $¥1,165.0B \rightarrow ¥1,125.0B$
- ✓ ROE: $8.6\% \to 8.7\%$

No changes to the following items from the figures announced on May 13, 2025:

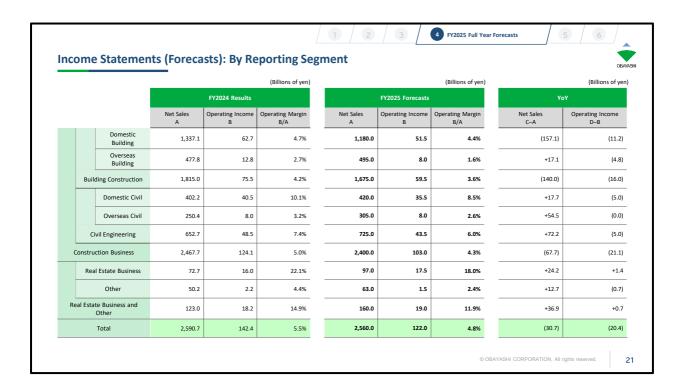
- ✓ Consolidated interest-bearing debt and nonrecourse loans
- ✓ ROIC

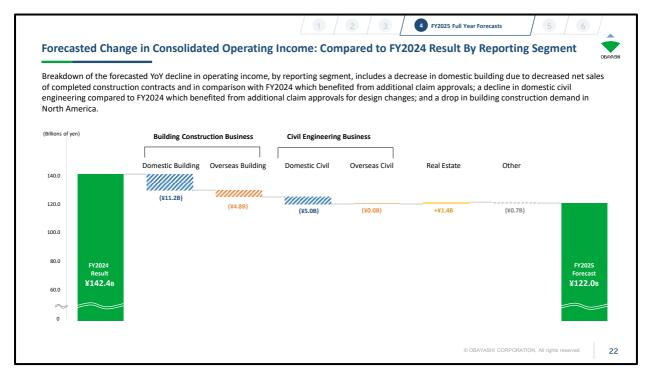




<u>Forecasted breakdown of the change in consolidated operating income compared to the FY2024 result</u>

- ✓ No change to the FY2025 consolidated operating income forecast from the figure announced on May 13, 2025.
- ✓ However, the FY2024 consolidated operating income has been updated following the retrospective application of the change in the foreign currency translation method. Consequently, the forecasted breakdown of the change in consolidated operating income has also been updated for the following items since the announcement on May 13, 2025:
 - Subsidiaries' construction business
 - Consolidated real estate business and other
 - Subsidiaries' SG&A expenses





<u>Forecasted breakdown of the change in consolidated operating income compared to the FY2024 result by reporting segment</u>

- ✓ The FY2024 consolidated operating income has been updated following the retrospective application of the change in the foreign currency translation method.
- ✓ Consequently, the forecasted breakdown of the change in consolidated operating income by reporting segment has also been updated for the following items since the announcement on May 13, 2025:
 - Overseas building construction business
 - Overseas civil engineering business
 - ♦ Real estate business



and decarbonization-related businesses, in addition to railroad construction in the Tokyo metropolitan area.

Competition will remain intense for government works, as contracts are awarded through bidding, in principle.

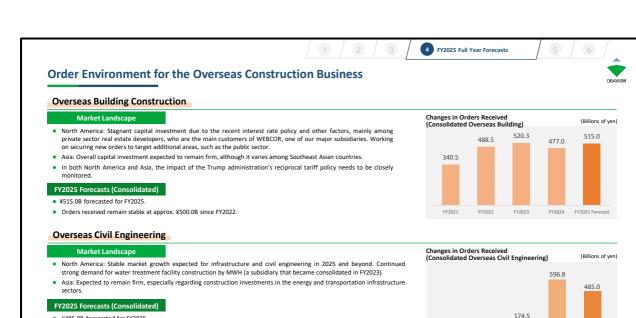
Prepared FY2025 new orders forecast to align with the current construction capacity.

FY2025 Forecasts (Non-Consolidated)

¥300.0B forecasted for FY2025.

321.3 280.1 328.0 300.0

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133.8

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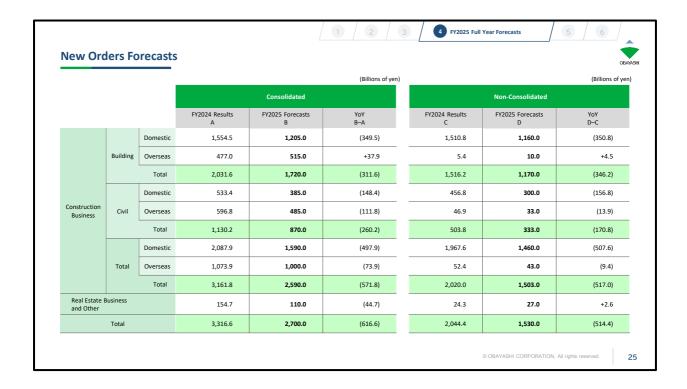
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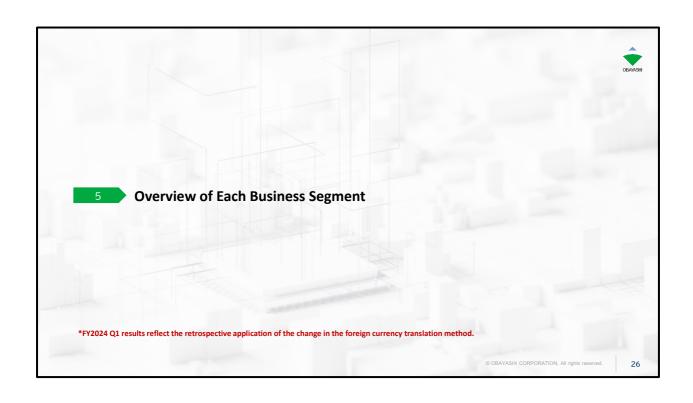
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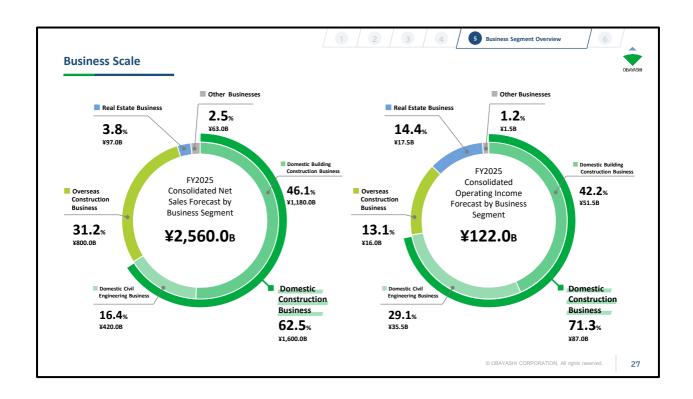
¥485.0B forecasted for FY2025.

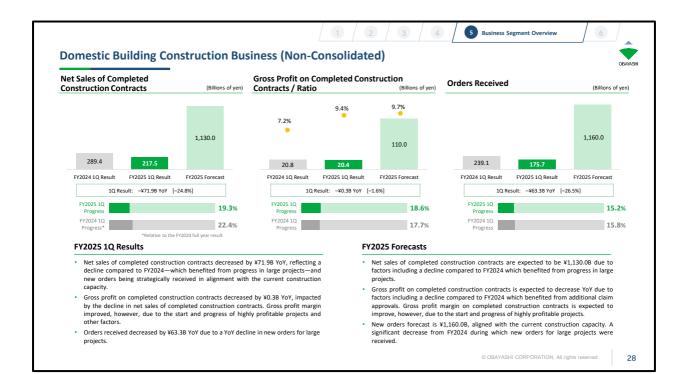
orders for large projects were received.

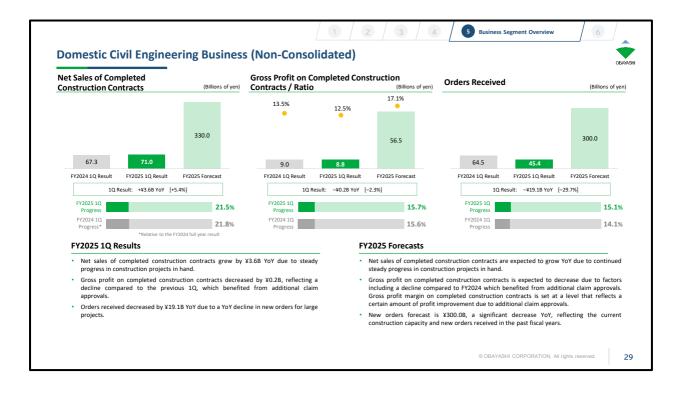
. New orders projected to be stably secured despite an expected decline compared to FY2024, during which new

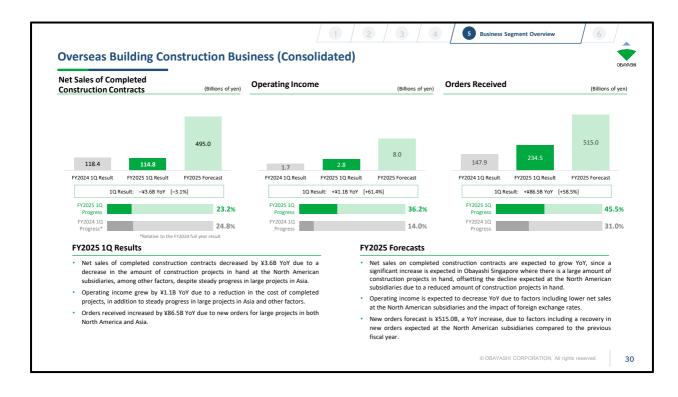


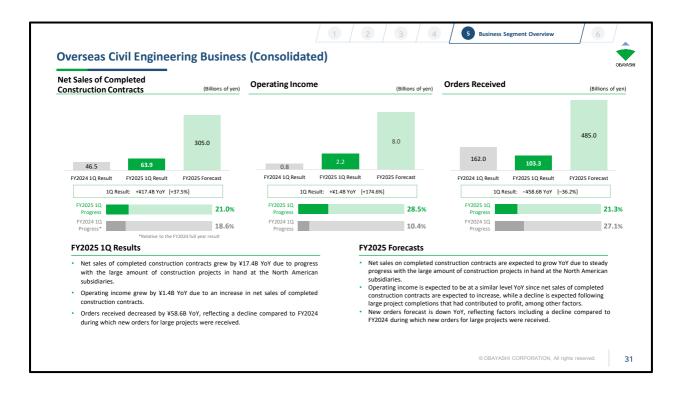


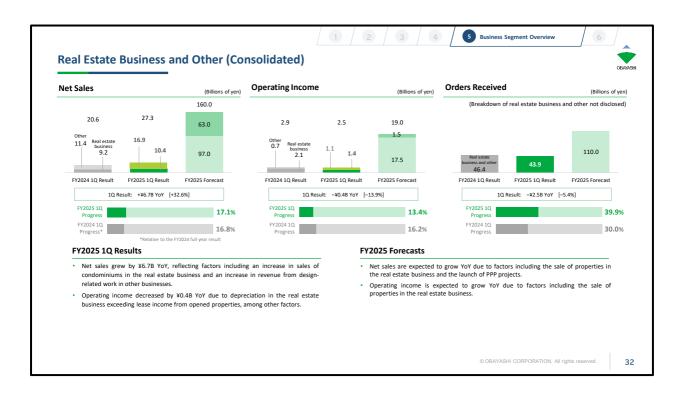




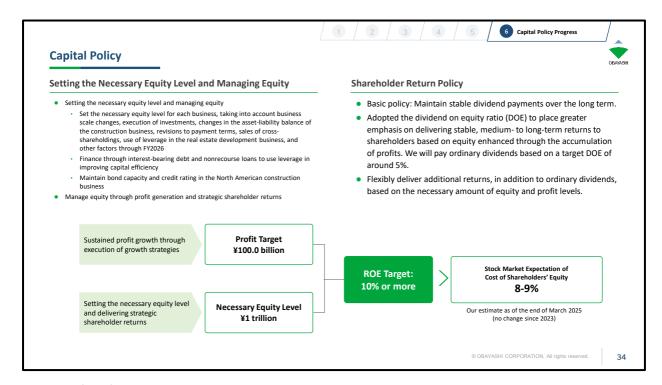






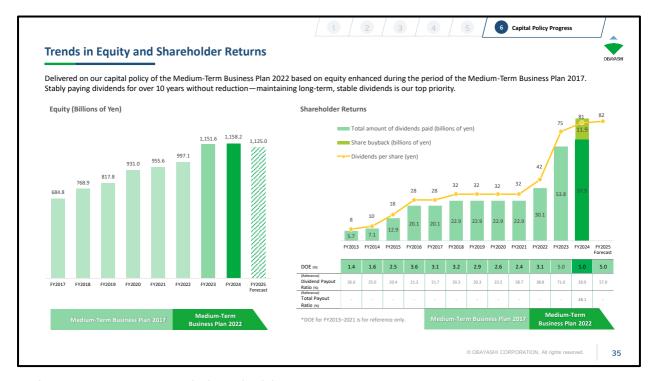






Capital policy

✓ Under the Medium-Term Business Plan 2022, we aim to achieve an ROE of 10% or more, which is above the cost of shareholders' equity expected by the stock market, by managing equity through profit generation and strategic shareholder returns.



Changes in equity and shareholder returns

- Paying ordinary dividends based on the dividend on equity ratio (DOE), in line with our policy to stably pay dividends over the long term through equity enhanced during the period of the Medium-Term Business Plan 2017.
- ✓ Dividends of ¥82 per share planned for FY2025, based on a DOE of 5%.
- ✓ To flexibly deliver shareholder returns, we also plan to acquire our own shares on a scale of ¥100.0B by FY2026.
- ✓ As described earlier, following the completion of the acquisition of our own shares totaling ¥30.0B by the end of June 2025, we plan to conduct an acquisition of our own shares of up to ¥40.0B by the end of December 2025.



MAKE BEYOND

TRANSCENDING THE ART AND SCIENCE OF MAKING OF THINGS

We make things.

And in the process, we go beyond.

Our experience and technology empower us to break

new ground, to do what has never been done.

With the Power of Vision we see beyond tomorrow.

Through the Power of Creation we transform ideas

into tangible innovations.

But it is the Power of People that makes everything possible.

Our shared history and collective expertise constitute our

strengths, allowing us to go beyond construction and

into new realms, for this is where our future lies.

As the world becomes more unpredictable and complex,

our unique approach to making things defines a new horizon,

and we lay a foundation that will enrich lives and ensure sustainability.

This is our mission, our truth.

Now, we take the next step, and

go beyond making, to the next Obayashi.

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