

Supplementary Data on Financial Results for 3rd Quarter (cumulative) of FY2017 Ending March 2018

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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 Construction business - Transition of orders received (non-consolidated)

(Unit: million yen)

			Result-3Q/FY2015		Result-3Q/FY2016		Result-3Q/FY2017		Variance (3Q/FY2017-3Q/FY2016)		Result-FY2016	
			Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
Building const.	Domestic public	Central government	92,148	78.4%	21,549	25.9%	9,904	18.6%	(11,644)	(54.0) %	21,010	19.0%
		Local government and other	25,390	21.6	61,728	74.1	43,375	81.4	(18,353)	(29.7)	89,858	81.0
		Subtotal	117,538	100	83,278	100	53,280	100	(29,998)	(36.0)	110,868	100
	Domestic private	Manufacturer	201,925	35.6	142,981	24.0	204,961	32.8	61,979	43.3	232,372	24.8
		Non-Manufacturer	365,697	64.4	453,328	76.0	420,846	67.2	(32,481)	(7.2)	704,866	75.2
		Subtotal	567,622	100	596,309	100	625,807	100	29,497	4.9	937,239	100
	Domestic total		685,161	98.3	679,587	99.4	679,087	98.8	(500)	(0.1)	1,048,108	99.6
	Overseas		12,064	1.7	3,838	0.6	8,159	1.2	4,320	112.6	4,569	0.4
	Building const. total		697,225	100	683,426	100	687,246	100	3,820	0.6	1,052,677	100
	Civil eng.	Domestic public	Central government	84,368	85.0	68,398	77.2	116,463	90.5	48,064	70.3	122,105
Local government and other			14,877	15.0	20,161	22.8	12,293	9.5	(7,868)	(39.0)	40,349	24.8
Subtotal			99,246	100	88,560	100	128,756	100	40,196	45.4	162,455	100
Domestic private		Manufacturer	21,431	20.3	12,392	15.5	12,800	16.8	408	3.3	16,256	14.4
		Non-Manufacturer	84,172	79.7	67,805	84.5	63,258	83.2	(4,547)	(6.7)	96,537	85.6
		Subtotal	105,604	100	80,197	100	76,058	100	(4,139)	(5.2)	112,793	100
Domestic total		204,850	83.5	168,757	91.5	204,814	94.2	36,056	21.4	275,248	93.1	
Overseas		40,391	16.5	15,617	8.5	12,718	5.8	(2,899)	(18.6)	20,456	6.9	
Civil eng. total		245,242	100	184,375	100	217,533	100	33,157	18.0	295,705	100	
Total const. business	Domestic public	Central government	176,516	81.4	89,948	52.3	126,368	69.4	36,419	40.5	143,116	52.4
		Local government and other	40,267	18.6	81,890	47.7	55,668	30.6	(26,221)	(32.0)	130,207	47.6
		Subtotal	216,784	100	171,838	100	182,036	100	10,198	5.9	273,323	100
	Domestic private	Manufacturer	223,356	33.2	155,373	23.0	217,761	31.0	62,387	40.2	248,628	23.7
		Non-Manufacturer	449,870	66.8	521,133	77.0	484,104	69.0	(37,029)	(7.1)	801,404	76.3
		Subtotal	673,227	100	676,507	100	701,865	100	25,358	3.7	1,050,033	100
	Domestic total		890,012	94.4	848,345	97.8	883,902	97.7	35,556	4.2	1,323,357	98.1
Overseas		52,456	5.6	19,456	2.2	20,877	2.3	1,421	7.3	25,025	1.9	
Const. business total		942,468	100	867,802	100	904,780	100	36,977	4.3	1,348,382	100	

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

Breakdown of contracts from domestic private sector (orders received)

(Unit: million yen)

	Result-3Q/FY2015		Result-3Q/FY2016		Result-3Q/FY2017		Variance (3Q/FY2017-3Q/FY2016)		Result-FY2016	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
Manufacturer										
Textile	3,072	0.5%	4,632	0.8%	6,807	1.1%	2,175	47.0%	6,819	0.7%
Chemical	33,352	5.9	25,282	4.2	22,266	3.6	(3,015)	(11.9)	29,360	3.1
Steel	5,107	0.9	4,116	0.7	3,865	0.6	(251)	(6.1)	6,587	0.7
Electric machinery	46,649	8.2	13,197	2.2	43,348	6.9	30,151	228.5	72,714	7.8
Transportal machinery	46,037	8.1	47,615	8.0	21,301	3.4	(26,313)	(55.3)	60,246	6.4
Other machinery	33,806	6.0	31,944	5.4	41,009	6.6	9,064	28.4	39,339	4.2
Food	20,740	3.7	6,913	1.2	50,027	8.0	43,114	623.7	14,731	1.6
Other	13,158	2.3	9,279	1.5	16,333	2.6	7,054	76.0	2,572	0.3
Subtotal	201,925	35.6	142,981	24.0	204,961	32.8	61,979	43.3	232,372	24.8
Non-Manufacturer										
Agriculture and fishery	2	0.0	122	0.0	111	0.0	(11)	(9.2)	122	0.0
Mining and construction	19,770	3.5	9,538	1.6	1,467	0.2	(8,070)	(84.6)	12,289	1.3
Electric and gas	11,840	2.1	18,489	3.1	6,387	1.0	(12,102)	(65.5)	24,841	2.7
Transport	100,233	17.7	22,741	3.8	27,974	4.5	5,232	23.0	83,867	8.9
Information and communication	10,874	1.9	20,884	3.5	18,487	3.0	(2,396)	(11.5)	34,631	3.7
Commerce	12,225	2.2	21,431	3.6	47,745	7.6	26,314	122.8	25,699	2.7
Finance and insurance	27,901	4.9	13,520	2.3	68,323	10.9	54,803	405.3	34,023	3.6
Real estate	75,788	13.3	156,135	26.2	128,206	20.5	(27,929)	(17.9)	231,061	24.7
Service	97,741	17.2	187,865	31.5	118,700	19.0	(69,165)	(36.8)	243,362	26.0
Other	9,319	1.6	2,597	0.4	3,442	0.5	844	32.5	14,967	1.6
Subtotal	365,697	64.4	453,328	76.0	420,846	67.2	(32,481)	(7.2)	704,866	75.2
Total	567,622	100	596,309	100	625,807	100	29,497	4.9	937,239	100

2 Construction business - Orders received classified by region (non-consolidated)

(Unit: million yen)

		Result-3Q/FY2015		Result-3Q/FY2016		Result-3Q/FY2017		Variance (3Q/FY2017-3Q/FY2016)	
		Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Domestic	Kanto region	391,385	41.5%	347,693	40.1%	350,656	38.8%	2,963	0.9%
	Kansai region	205,949	21.8	200,226	23.1	205,712	22.7	5,485	2.7
	Others	292,676	31.1	300,426	34.6	327,533	36.2	27,106	9.0
	Subtotal	890,012	94.4	848,345	97.8	883,902	97.7	35,556	4.2
Overseas	North America	20,609	2.2	13,805	1.6	10,378	1.1	(3,427)	(24.8)
	Asia	30,736	3.3	3,817	0.4	3,648	0.4	(168)	(4.4)
	Others	1,110	0.1	1,833	0.2	6,850	0.8	5,016	273.6
	Subtotal	52,456	5.6	19,456	2.2	20,877	2.3	1,421	7.3
Total		942,468	100	867,802	100	904,780	100	36,977	4.3

Result-FY2016	
Amount	Proportion
536,400	39.8%
342,700	25.4
444,255	32.9
1,323,357	98.1
17,666	1.3
4,822	0.4
2,536	0.2
25,025	1.9
1,348,382	100

3 Orders received of renovation projects (non-consolidated)

(Unit: million yen)

		Result-3Q/FY2015		Result-3Q/FY2016		Result-3Q/FY2017		Variance (3Q/FY2017-3Q/FY2016)	
		Amount	Proportion*	Amount	Proportion*	Amount	Proportion*	Amount	Variance rate
Total of orders received		134,619	19.6 %	109,988	16.2 %	111,930	16.5 %	1,941	1.8 %

Result-FY2016	
Amount	Proportion*
169,071	16.1 %

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

4 Construction business - Orders received classified by purpose (non-consolidated)

Building construction

(Unit: million yen)

Purpose	Result-3Q/FY2015		Result-3Q/FY2016		Result-3Q/FY2017		Variance (3Q/FY2017-3Q/FY2016)		Result-FY2016	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
		%		%		%		%		%
Office / government buildings	203,154	29.1	215,846	31.6	178,641	26.0	(37,204)	(17.2)	270,638	25.7
Accommodations	20,975	3.0	18,525	2.7	65,558	9.5	47,032	253.9	81,602	7.7
Stores	29,407	4.2	49,786	7.3	17,027	2.5	(32,758)	(65.8)	63,126	6.0
Factories and power plants	143,072	20.5	114,046	16.7	141,973	20.7	27,926	24.5	190,224	18.1
Warehouses and logistics	19,815	2.8	39,222	5.7	45,853	6.7	6,630	16.9	47,272	4.5
Houses	69,319	10.0	47,454	6.9	78,359	11.4	30,905	65.1	76,477	7.3
Education and research	92,273	13.2	65,021	9.5	78,644	11.4	13,623	21.0	106,283	10.1
Medical and welfare	33,168	4.8	42,813	6.3	20,198	2.9	(22,615)	(52.8)	69,356	6.6
Amusement	12,159	1.8	22,342	3.3	2,134	0.3	(20,207)	(90.4)	29,096	2.7
Others	73,879	10.6	68,366	10.0	58,854	8.6	(9,511)	(13.9)	118,598	11.3
Total	697,225	100	683,426	100	687,246	100	3,820	0.6	1,052,677	100

Civil engineering

(Unit: million yen)

Purpose	Result-3Q/FY2015		Result-3Q/FY2016		Result-3Q/FY2017		Variance (3Q/FY2017-3Q/FY2016)		Result-FY2016	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
		%		%		%		%		%
Soil and river conservation	4,171	1.7	4,108	2.2	17,411	8.0	13,302	323.8	28,806	9.7
Railroads	34,938	14.3	47,260	25.6	23,535	10.8	(23,725)	(50.2)	68,829	23.3
Water supply and sewers	13,957	5.7	13,067	7.1	4,316	2.0	(8,751)	(67.0)	19,067	6.5
Land development	12,107	4.9	4,246	2.3	17,855	8.2	13,609	320.5	11,377	3.8
Ports and airports	15,012	6.1	1,537	0.9	9,488	4.4	7,950	516.9	1,940	0.7
Roads	104,787	42.7	64,554	35.0	83,263	38.3	18,708	29.0	95,892	32.4
Power lines	1,030	0.4	2,185	1.2	84	0.0	(2,100)	(96.1)	1,683	0.6
Others	59,237	24.2	47,414	25.7	61,579	28.3	14,164	29.9	68,107	23.0
[of the above, civil work inside factories]	[50,164]	[20.5]	[20,441]	[11.1]	[26,566]	[12.2]	[6,125]	[30.0]	[36,129]	[12.2]
Total	245,242	100	184,375	100	217,533	100	33,157	18.0	295,705	100

Construction business total

(Unit: million yen)

	Result-3Q/FY2015		Result-3Q/FY2016		Result-3Q/FY2017		Variance (3Q/FY2017-3Q/FY2016)		Result-FY2016	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
Total	942,468		867,802		904,780		36,977	4.3	1,348,382	