

# Supplementary Data on Financial Results for 3rd Quarter (cumulative) of FY2016 Ending March 2017

February 14, 2017



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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/FY2014		Result-3Q/FY2015		Result-3Q/FY2016		Variance (3Q/FY2016-3Q/FY2015)		Result-FY2015	
			Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
Building const.	Domestic public	Central government	10,144	23.7%	92,148	78.4%	21,549	25.9%	(70,598)	(76.6%)	96,459	67.1%
		Local government and other	32,583	76.3	25,390	21.6	61,728	74.1	36,338	143.1	47,258	32.9
		Subtotal	42,728	100	117,538	100	83,278	100	(34,259)	(29.1)	143,717	100
	Domestic private	Manufacturer	129,243	25.2	201,925	35.6	142,981	24.0	(58,943)	(29.2)	270,086	29.7
		Non-Manufacturer	382,985	74.8	365,697	64.4	453,328	76.0	87,630	24.0	638,755	70.3
		Subtotal	512,228	100	567,622	100	596,309	100	28,686	5.1	908,842	100
	Domestic total		554,956	99.0	685,161	98.3	679,587	99.4	(5,573)	(0.8)	1,052,559	98.4
	Overseas		5,603	1.0	12,064	1.7	3,838	0.6	(8,226)	(68.2)	17,137	1.6
Building const. total		560,560	100	697,225	100	683,426	100	(13,799)	(2.0)	1,069,697	100	
Civil eng.	Domestic public	Central government	133,611	82.1	84,368	85.0	68,398	77.2	(15,970)	(18.9)	120,211	76.3
		Local government and other	29,218	17.9	14,877	15.0	20,161	22.8	5,283	35.5	37,255	23.7
		Subtotal	162,830	100	99,246	100	88,560	100	(10,686)	(10.8)	157,467	100
	Domestic private	Manufacturer	10,307	15.7	21,431	20.3	12,392	15.5	(9,039)	(42.2)	23,709	18.1
		Non-Manufacturer	55,547	84.3	84,172	79.7	67,805	84.5	(16,367)	(19.4)	107,473	81.9
		Subtotal	65,854	100	105,604	100	80,197	100	(25,406)	(24.1)	131,182	100
	Domestic total		228,684	97.0	204,850	83.5	168,757	91.5	(36,093)	(17.6)	288,650	87.3
Overseas		7,111	3.0	40,391	16.5	15,617	8.5	(24,773)	(61.3)	41,933	12.7	
Civil eng. total		235,795	100	245,242	100	184,375	100	(60,866)	(24.8)	330,584	100	
Total const. business	Domestic public	Central government	143,756	69.9	176,516	81.4	89,948	52.3	(86,568)	(49.0)	216,671	71.9
		Local government and other	61,802	30.1	40,267	18.6	81,890	47.7	41,622	103.4	84,514	28.1
		Subtotal	205,558	100	216,784	100	171,838	100	(44,946)	(20.7)	301,185	100
	Domestic private	Manufacturer	139,550	24.1	223,356	33.2	155,373	23.0	(67,983)	(30.4)	293,795	28.2
		Non-Manufacturer	438,532	75.9	449,870	66.8	521,133	77.0	71,263	15.8	746,229	71.8
		Subtotal	578,082	100	673,227	100	676,507	100	3,280	0.5	1,040,024	100
	Domestic total		783,641	98.4	890,012	94.4	848,345	97.8	(41,666)	(4.7)	1,341,210	95.8
Overseas		12,715	1.6	52,456	5.6	19,456	2.2	(33,000)	(62.9)	59,071	4.2	
Const. business total		796,356	100	942,468	100	867,802	100	(74,666)	(7.9)	1,400,281	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/FY2014		Result-3Q/FY2015		Result-3Q/FY2016		Variance (3Q/FY2016-3Q/FY2015)		Result-FY2015	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
Manufacturer										
Textile	2,740	0.5%	3,072	0.5%	4,632	0.8%	1,559	50.8%	5,701	0.6%
Chemical	41,080	8.0	33,352	5.9	25,282	4.2	(8,070)	(24.2)	43,537	4.8
Steel	12,986	2.5	5,107	0.9	4,116	0.7	(990)	(19.4)	7,190	0.8
Electric machinery	13,009	2.5	46,649	8.2	13,197	2.2	(33,451)	(71.7)	55,946	6.1
Transportal machinery	31,182	6.1	46,037	8.1	47,615	8.0	1,577	3.4	49,180	5.4
Other machinery	15,690	3.1	33,806	6.0	31,944	5.4	(1,862)	(5.5)	47,104	5.2
Food	3,091	0.6	20,740	3.7	6,913	1.2	(13,827)	(66.7)	41,478	4.6
Other	9,461	1.9	13,158	2.3	9,279	1.5	(3,879)	(29.5)	19,947	2.2
Subtotal	129,243	25.2	201,925	35.6	142,981	24.0	(58,943)	(29.2)	270,086	29.7
Non-Manufacturer										
Agriculture and fishery	71	0.0	2	0.0	122	0.0	119	-	3	0.0
Mining and construction	5,651	1.1	19,770	3.5	9,538	1.6	(10,231)	(51.8)	25,516	2.8
Electric and gas	4,311	0.8	11,840	2.1	18,489	3.1	6,649	56.2	15,712	1.7
Transport	54,599	10.7	100,233	17.7	22,741	3.8	(77,491)	(77.3)	116,662	12.8
Information and communication	7,620	1.5	10,874	1.9	20,884	3.5	10,009	92.1	10,723	1.2
Commerce	27,102	5.3	12,225	2.2	21,431	3.6	9,206	75.3	19,814	2.2
Finance and insurance	66,029	12.9	27,901	4.9	13,520	2.3	(14,381)	(51.5)	118,438	13.0
Real estate	97,143	19.0	75,788	13.3	156,135	26.2	80,346	106.0	133,518	14.7
Service	117,046	22.8	97,741	17.2	187,865	31.5	90,124	92.2	187,964	20.7
Other	3,407	0.7	9,319	1.6	2,597	0.4	(6,721)	(72.1)	10,401	1.2
Subtotal	382,985	74.8	365,697	64.4	453,328	76.0	87,630	24.0	638,755	70.3
<b>Total</b>	<b>512,228</b>	<b>100</b>	<b>567,622</b>	<b>100</b>	<b>596,309</b>	<b>100</b>	<b>28,686</b>	<b>5.1</b>	<b>908,842</b>	<b>100</b>

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

(Unit: million yen)

		Result-3Q/FY2014		Result-3Q/FY2015		Result-3Q/FY2016		Variance (3Q/FY2016-3Q/FY2015)	
		Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate
Domestic	Kanto region	321,814	40.4%	391,385	41.5%	347,693	40.1%	(43,692)	(11.2%)
	Kansai region	181,321	22.8	205,949	21.8	200,226	23.1	(5,722)	(2.8)
	Others	280,505	35.2	292,676	31.1	300,426	34.6	7,749	2.6
	Subtotal	783,641	98.4	890,012	94.4	848,345	97.8	(41,666)	(4.7)
Overseas	North America	3,359	0.4	20,609	2.2	13,805	1.6	(6,804)	(33.0)
	Asia	7,730	1.0	30,736	3.3	3,817	0.4	(26,919)	(87.6)
	Others	1,624	0.2	1,110	0.1	1,833	0.2	722	65.1
	Subtotal	12,715	1.6	52,456	5.6	19,456	2.2	(33,000)	(62.9)
Total		796,356	100	942,468	100	867,802	100	(74,666)	(7.9)

Result-FY2015	
Amount	Proportion
572,540	40.9%
336,911	24.1
431,758	30.8
1,341,210	95.8
26,608	1.9
31,173	2.2
1,289	0.1
59,071	4.2
1,400,281	100

## 3 Orders received of renovation projects (non-consolidated)

(Unit: million yen)

	Result-3Q/FY2014		Result-3Q/FY2015		Result-3Q/FY2016		Variance (3Q/FY2016-3Q/FY2015)	
	Amount	Proportion*	Amount	Proportion*	Amount	Proportion*	Amount	Variance rate
Total of orders received	98,614	17.8 %	134,619	19.6 %	109,988	16.2 %	(24,630)	(18.3%)

Result-FY2015	
Amount	Proportion*
180,496	17.1 %

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/FY2014		Result-3Q/FY2015		Result-3Q/FY2016		Variance (3Q/FY2016-3Q/FY2015)		Result-FY2015	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
		%		%		%		%		%
Office / government buildings	150,614	26.9	203,154	29.1	215,846	31.6	12,691	6.2	324,381	30.3
Accommodations	30,355	5.4	20,975	3.0	18,525	2.7	(2,449)	(11.7)	42,282	4.0
Stores	34,251	6.1	29,407	4.2	49,786	7.3	20,379	69.3	58,106	5.4
Factories and power plants	91,709	16.4	143,072	20.5	114,046	16.7	(29,025)	(20.3)	203,123	19.0
Warehouses and logistics	36,761	6.6	19,815	2.8	39,222	5.7	19,407	97.9	77,176	7.2
Houses	61,067	10.9	69,319	10.0	47,454	6.9	(21,865)	(31.5)	76,775	7.2
Education and research	72,005	12.8	92,273	13.2	65,021	9.5	(27,251)	(29.5)	115,851	10.8
Medical and welfare	49,233	8.8	33,168	4.8	42,813	6.3	9,645	29.1	69,713	6.5
Amusement	4,201	0.7	12,159	1.8	22,342	3.3	10,182	83.7	13,347	1.3
Others	30,358	5.4	73,879	10.6	68,366	10.0	(5,513)	(7.5)	88,939	8.3
<b>Total</b>	<b>560,560</b>	<b>100</b>	<b>697,225</b>	<b>100</b>	<b>683,426</b>	<b>100</b>	<b>(13,799)</b>	<b>(2.0)</b>	<b>1,069,697</b>	<b>100</b>

### Civil engineering

(Unit: million yen)

Purpose	Result-3Q/FY2014		Result-3Q/FY2015		Result-3Q/FY2016		Variance (3Q/FY2016-3Q/FY2015)		Result-FY2015	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
		%		%		%		%		%
Soil and river conservation	16,594	7.0	4,171	1.7	4,108	2.2	(62)	(1.5)	5,645	1.7
Railroads	20,138	8.5	34,938	14.3	47,260	25.6	12,322	35.3	60,945	18.4
Water supply and sewers	5,855	2.5	13,957	5.7	13,067	7.1	(889)	(6.4)	28,578	8.7
Land development	8,412	3.6	12,107	4.9	4,246	2.3	(7,861)	(64.9)	20,055	6.1
Ports and airports	5,423	2.3	15,012	6.1	1,537	0.9	(13,474)	(89.8)	15,904	4.8
Roads	120,146	51.0	104,787	42.7	64,554	35.0	(40,233)	(38.4)	124,294	37.6
Power lines	1,934	0.8	1,030	0.4	2,185	1.2	1,155	112.1	1,402	0.4
Others	57,290	24.3	59,237	24.2	47,414	25.7	(11,823)	(20.0)	73,756	22.3
[of the above, civil work inside factories]	[ 29,587]	[ 12.5]	[ 50,164]	[ 20.5]	[ 20,441]	[ 11.1]	[ (29,723)]	[ (59.3)]	[ 56,977]	[ 17.2]
<b>Total</b>	<b>235,795</b>	<b>100</b>	<b>245,242</b>	<b>100</b>	<b>184,375</b>	<b>100</b>	<b>(60,866)</b>	<b>(24.8)</b>	<b>330,584</b>	<b>100</b>

### Construction business total

(Unit: million yen)

	Result-3Q/FY2014		Result-3Q/FY2015		Result-3Q/FY2016		Variance (3Q/FY2016-3Q/FY2015)		Result-FY2015	
	Amount	Proportion	Amount	Proportion	Amount	Proportion	Amount	Variance rate	Amount	Proportion
<b>Total</b>	<b>796,356</b>		<b>942,468</b>		<b>867,802</b>		<b>(74,666)</b>	<b>(7.9)</b>	<b>1,400,281</b>	