

Financial Results for 3Q of FY3/18 & Forecasts for FY3/18

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Mr.PENTA

【Disclaimer】

This documents contains forward-looking statements .These statements are not guaranteed of future performance and involve risks and uncertainties and actual results may materially differ from those contains in the forward-looking statements as a result of various factors.

Orders Received for 3Q of FY3/18 (Non-Consolidated)

- Domestic Civil Engineering: Orders received from public sector remained steady, despite a reactionary drop reflecting the amount of the large-scale projects in private sector for the same period of the previous year.
- Domestic Building Construction: Orders received, mainly from private sector, remained steady.
- Overseas: Orders increased dramatically the same period of the previous year, due to a large-scale project in Bangladesh.

		FY3/17 3Q	FY3/18 3Q	Change fm FY3/17 3Q	YoY	(JPY bn)			
						FY3/17	FY3/18 Forecast	FY3/18 Revised Forecast	Achievement ratio
Domestic Civil Engineering	Public Sector	67.4	77.5	10.1	14.9%	113.4	117.0	115.0	67.4%
	Private Sector	57.7	25.8	-31.9	-55.2%	74.0	43.0	45.0	57.4%
	Total	125.1	103.3	-21.8	-17.4%	187.4	160.0	160.0	64.6%
Domestic Building Construction	Public Sector	32.9	14.7	-18.2	-55.4%	46.0	10.0	16.0	91.8%
	Private Sector	116.8	135.1	18.3	15.6%	130.2	190.0	184.0	73.4%
	Total	149.8	149.8	0.0	0.0%	176.2	200.0	200.0	74.9%
Overseas	Civil Engineering	34.8	196.6	161.8	465.5%	53.8	230.0	260.0	75.6%
	Building	34.1	4.8	-29.3	-85.8%	46.5	10.0	10.0	48.4%
	Total	68.9	201.4	132.5	192.3%	100.2	240.0	270.0	74.6%
	Civil Engineering	159.9	299.9	140.0	87.6%	241.2	390.0	420.0	71.4%
	Building Construction	183.9	154.6	-29.3	-15.9%	222.7	210.0	210.0	73.6%
	Construction Total	343.8	454.5	110.8	32.2%	463.8	600.0	630.0	72.1%
Real Estates and Others		2.0	0.6	-1.4	-70.7%	2.1	1.0	1.0	57.2%
Total		345.7	455.1	109.4	31.6%	465.9	601.0	631.0	72.1%

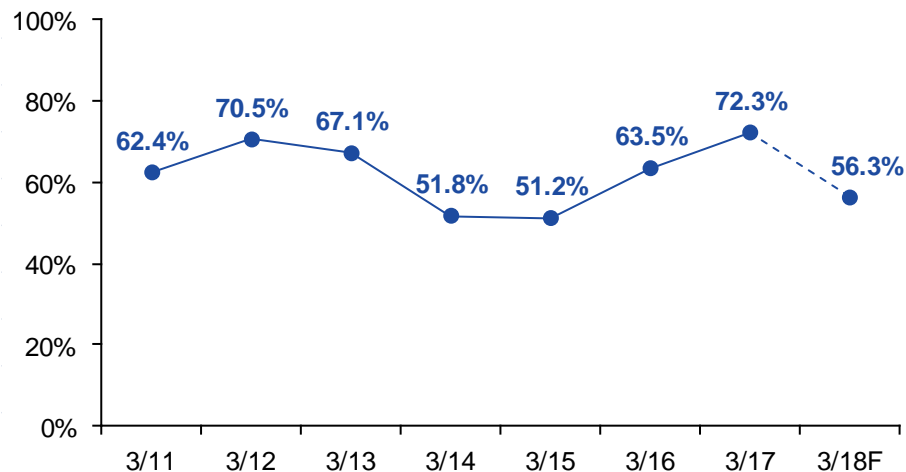
■ Proportion of Orders Received Results (Non-Consolidated)

● Domestic Civil Engineering

(JPY bn)

		FY3/15	FY3/16	FY3/17	FY3/18		
		Result	Result	Result	FY3/18 (Forecast)	FY3/18 3Q	Achievement ratio
Proportion of Public & Private	Public Sector	147.8	114.9	113.4	115.0	77.5	67.4%
	Private Sector	41.4	38.3	74.0	45.0	25.8	57.4%
	Total	189.1	153.2	187.4	160.0	103.3	64.6%
	Proportion of Private Sector	21.9%	25.0%	39.5%	28.1%	25.0%	—
Proportion of Marine & Land	Marine Civil Engineering	96.8	97.2	135.4	90.0	64.6	71.7%
	Land Civil Engineering	92.3	56.0	52.0	70.0	38.7	55.4%
	Total	189.1	153.2	187.4	160.0	103.3	64.6%
	Proportion of Marine Civil	51.2%	63.5%	72.3%	56.3%	62.5%	—

Marine Civil Portion



● Domestic Building Construction

(JPY bn)

		FY3/15	FY3/16	FY3/17	FY3/18		
		Result	Result	Result	FY3/18 (Forecast)	FY3/18 3Q	Achievement ratio
Proportion of Public & Private	Public Sector	48.7	17.9	46.0	16.0	14.7	91.8%
	Private Sector	122.7	127.2	130.2	184.0	135.1	73.4%
	Total	171.4	145.1	176.2	200.0	149.8	74.9%
	Proportion of Private Sector	71.6%	87.6%	73.9%	92.0%	90.2%	—
Proportion of Residential & Non-Residential	Residential	22.2	24.6	32.4	20.0	2.7	13.5%
	Non-Residential	149.3	120.5	143.8	180.0	147.1	81.7%
	Total	171.4	145.1	176.2	200.0	149.8	74.9%
	Proportion of Residential	12.9%	16.9%	18.4%	10.0%	1.8%	—

Residential Portion

