

# OVERSEAS CONTRACTS

## FY2021 Outline of Overseas Construction Contracts

This study covers overseas construction projects (worth 10 million yen or more per contract) signed for in FY2021 by the 51 member companies of the Overseas Construction Association of Japan, Inc. Figures exclude contracts between member companies (including those overseas) and between member companies based in Japan and their overseas subsidiaries (duplicates due to general contracting and subcontracting), and figures for joint-venture projects are reported according to the ratios of equity investments by the participating companies.

※The figures in the text may not match the figures in the table due to rounding.

### 1. Overall Trends in Contracts

Member companies signed 1,866 overseas construction contracts in FY2021, for a total value of 1,785.5 billion yen. Compared to the previous fiscal year, the numbers of contracts increased by 175, and the total contract value increased by 671.3 billion yen.

The value of contracts signed by Parent Companies (PC) increased by 45.4 billion yen to 390.2 billion yen and the value of contracts signed by Overseas Affiliated Companies (OAC) also increased by 625.9 billion yen to 1,395.3 billion yen.

By region, the total value of contracts signed for was: Asia, 984.6 billion yen; the Middle East and North Africa, 12 billion yen; Africa 19.8 billion yen; North America, 502.1 billion yen; Central and South America, 14.5 billion yen; Western Europe, 20.2 billion yen; Eastern Europe, 90.3 billion yen; and Oceania, 142 billion yen.

By type of client, contracts with public sectors totaled 591.9 billion yen in value and those with private sectors 1,193.6 billion yen.

By source of funding, self-funded contracts totaled 1,609.1 billion yen in value; contracts funded by grant aid, 33.3 billion yen; and those funded by ordinary yen loans, 130.1 billion yen. Overall contracts funded with ODA loans (total of grant aid and ordinary yen loans) was 163.4 billion yen, an increase of 107.0 billion compared to the previous fiscal year (56.4 billion yen). Other contracts funded by international financial institutions including Asian Development Bank and PPP totaled 13.3 billion yen, a decrease of 41.1 billion compared to the previous year (54.4 billion yen).

By type of contract, construction contracts totaled 1,155.2 billion yen in value; design-build contracts, 626.8 billion yen; PM/CM contracts, 800 million yen; technical advice contracts, 40 million yen, and other contracts, 2.7 billion yen. There were no turnkey contracts for this fiscal year.

## 2. PC and OAC Trends

By company, contracts signed by PC totaled 459 in number and 390.2 billion yen in value, representing increases of 100 in number, and 45.4 billion yen in value from the previous fiscal year.

By region, the value of contracts signed by PC totaled: Asia, 336.3 billion yen; the Middle East and North Africa, 10.5 billion yen; Africa, 19.8 billion yen; North America, 4.1 billion yen; Central and South America, 12.8 billion yen; Oceania, 6.7 billion yen; there were no contracts for Western and Eastern Europe for this fiscal year.

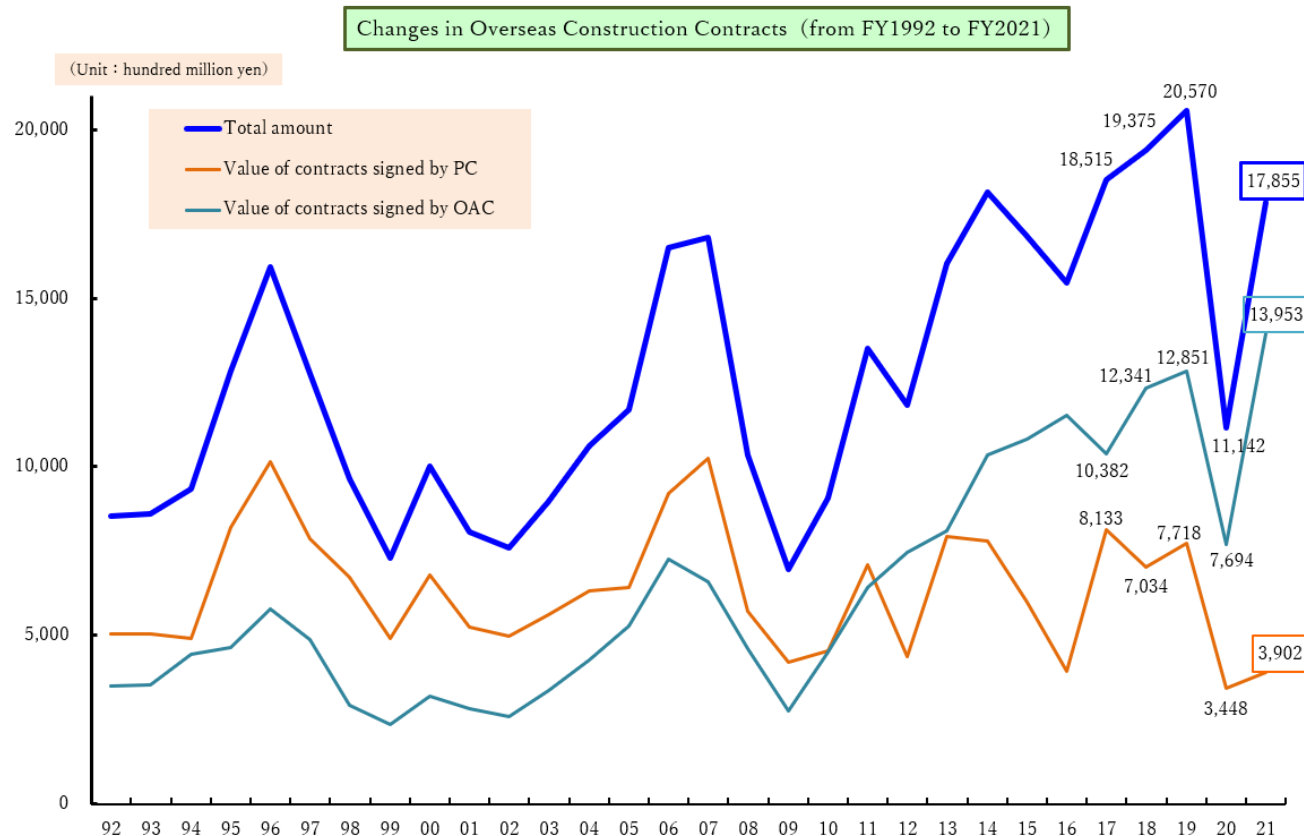
On the other hand, contracts signed by OAC totaled 1,407 in number and 1,395.3 billion yen in value, representing an increase of 75 in number, and an increase of 625.9 billion yen in value from the previous fiscal year.

By region, the value of contracts signed by OAC totaled: Asia, 648.2 billion yen; the Middle East and North Africa, 1.5 billion yen; North America, 498.1 billion yen; Central and South America, 1.7 billion yen; Western Europe, 20.2 billion yen; Eastern Europe, 90.3 billion yen; and Oceania, 135.3 billion yen; there were no contracts for Africa for this fiscal year.

Accordingly, a comparison between the values of contracts by PC and those by OAC showed a ratio of 22:78, representing a slight decrease in the share of PC contracts and a slight increase in the share of OAC contracts from the previous fiscal year (31:69).

<Table 1. Comparison of Contracts Signed to Previous Fiscal Year>

	FY 2021		FY 2020		Year-on-year change	
	Number	Value (100 million yen) (%)	Number	Value (100 million yen) (%)	Number	Value (100 million yen) (%)
PC	459	3,902 (21.9%)	359	3,448 (30.9%)	100	454 (13.2%)
OAC	1,407	13,953 (78.1%)	1,332	7,694 (69.0%)	75	6,259 (81.3%)
Total	1,866	17,855 (100.0%)	1,691	11,142 (100.0%)	175 (10.3%)	6,713 (60.2%)



### 3. Regional Trends

#### Asia

By region, the value of contracts in Asia totaled 1,340 in number and 984.6 billion yen in value, representing an increase of 194 in number, and an increase of 338.9 billion yen in value from the previous fiscal year. By type of client, contracts with public sectors in Asia increased by 140.9 billion yen to 314 billion yen; those with private sectors in the region increased by 198 billion yen to 670.5 billion yen.

#### Middle East and North Africa (MENA)

Contracts in the Middle East and North Africa totaled 18 in number and 12 billion yen in value, representing an increase of 8 in contracts number and an increase of 4.8 billion yen in value from the previous fiscal year. By type of client, contracts with public sectors in the Middle East and North Africa increased by 10.5 billion yen to 10.6 billion yen; those with private sectors in the region decreased by 5.8 billion yen to 1.4 billion yen.

#### Sub-Saharan Africa

Contracts in Africa totaled 23 in number and 19.8 billion yen in value, representing an increase of 15 in number but a decrease of 30.4 billion yen in value from the previous fiscal year. By type of client, contracts with public sectors in the region decreased by 28.6 billion yen to 19.8 billion yen, and those with private sectors also decreased by 1.8 billion yen, there were no contracts for this fiscal year.

#### North America

Contracts in North America totaled 256 in number and 502.1 billion yen in value, representing a decrease of 54 in number but an increase of 268.9 billion yen in value. By type of client, contracts with public sectors in North America increased by 107.4 billion yen to 168.3 billion yen; those with private sectors in the region increased by 161.5 billion yen to 333.9 billion yen.

#### Central and South America

Contracts in Central and South America totaled 83 in number and 14.5 billion yen in value, representing increases of 7 in number and 5.7 billion yen in value from the previous fiscal year. By type of client, contracts with public sectors in Central and South America decreased by 20 million yen, there were no contracts in this region for this fiscal year, while those with private sectors in the region increased by 5.7 billion yen to 14.5 billion yen.

### *Western Europe*

Contracts in Western Europe totaled 20 in number and 20.2 billion yen in value, representing increases of 4 in number and 9.6 billion yen in value from the previous fiscal year. By type of client, there were no contracts with public sectors in Western Europe for this fiscal year, while those with private sectors in the region increased by 9.6 billion yen to 20.2 billion yen.

### *Eastern Europe*

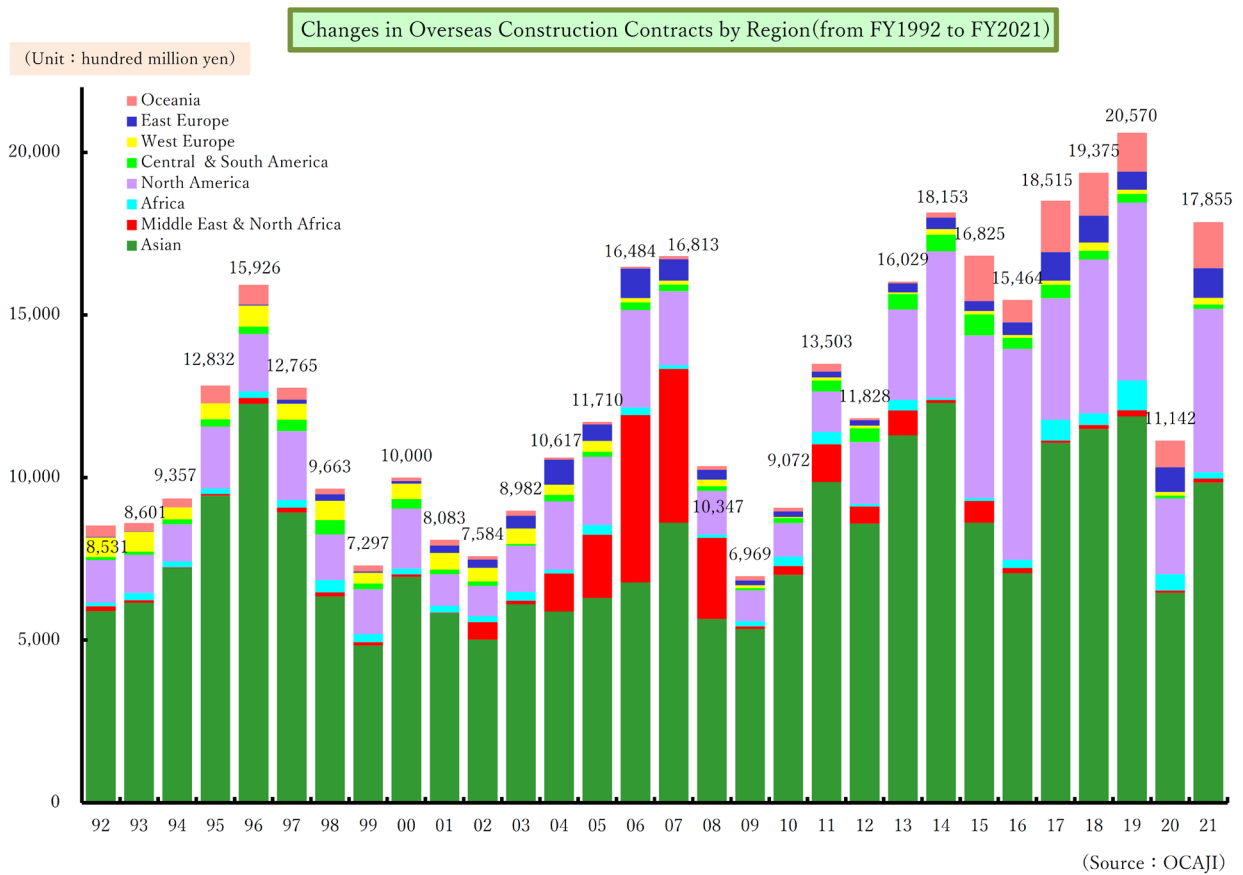
Contracts in Eastern Europe totaled 73 in number and 90.3 billion yen in value, representing increases of 6 in number and 14.3 billion yen in value from the previous fiscal year. By type of client, there were no contracts with public sectors in Eastern Europe for this fiscal year, while contracts with private sectors increased by 14.3 billion yen to 90.3 billion yen.

### *Oceania*

Contracts in Oceania totaled 53 in number and 142 billion yen in value, representing a decrease of 5 in number but an increase of 59.4 billion yen in value from the previous fiscal year. By type of client, contracts with public sectors in the region increased by 50.5 billion yen to 79.3 billion yen, and those with private sectors increased by 8.9 billion yen to 62.7 billion yen.

< Table 2. Year-on-Year Change of Contract Signed By Region >

Region	FY2021		FY2020		Year-on-year change
	Number	Value (100 million yen) (%)	Number	Value (100 million yen) (%)	Value (100 million yen) (%)
Asian	1,340	9,846 (55.1%)	1,146	6,457 (58.0%)	3,389 (52.5%)
Middle East & North Africa	18	120 (0.7%)	10	72 (0.7%)	48 (66.2%)
Africa	23	198 (1.1%)	8	501 (4.5%)	-304 (-60.6%)
North America	256	5,021 (28.1%)	310	2,332 (20.9%)	2,689 (115.3%)
Central & South America	83	145 (0.8%)	76	88 (0.8%)	57 (64.7%)
West Europe	20	202 (1.1%)	16	106 (1.0%)	96 (91.3%)
East Europe	73	903 (5.1%)	67	760 (6.8%)	143 (18.8%)
Oceania	53	1,420 (8.0%)	58	825 (7.4%)	594 (72.0%)
Total	1,866	17,855 (100.0%)	1,691	11,142 (100.0%)	6,713 (60.2%)



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