

## Historical Trends of Quarterly Contract Awards (Non-Consolidated Basis)

Left: Awards in JPY 100 million  
Right: Change from the equivalent period in the previous financial year (%)

		Total Amount		Construction												Real Estate and Others													
				Civil Engineering				Building Works				Construction Total																	
				Domestic-Public	Domestic-Private	Overseas	Domestic-Public	Domestic-Private	Overseas	Domestic-Public	Domestic-Private	Overseas																	
FY2003		11,781	3.4	2,886	-3.4	2,011	11.0	769	-8.2	106	-68.5	8,039	10.4	775	1.2	7,242	11.5	21	3.7	10,925	6.4	2,786	8.1	8,011	9.3	127	-64.3	855	-24.0
FY2004		14,844	26.0	3,436	19.0	2,125	5.7	1,000	30.1	310	191.8	9,956	23.9	670	-13.5	9,280	28.1	5	-74.3	13,393	22.6	2,795	0.3	10,281	28.3	316	147.3	1,451	69.6
FY2005		13,740	-7.4	3,013	-12.3	1,157	-45.6	975	-2.5	880	183.5	9,110	-8.5	564	-15.7	8,535	-8.0	9	75.6	12,123	-9.5	1,721	-38.4	9,511	-7.5	890	181.6	1,616	11.3
FY2006		2,038	4.8	410	-10.7	198	-1.5	177	-27.7	34	177.7	1,326	8.1	137	20.7	1,186	7.3	2	-72.7	1,736	3.0	336	6.6	1,364	1.0	36	83.2	301	16.5
FY2003	Q1 (Apr - Jun)	2,075	15.2	552	3.3	249	40.9	251	159.0	51	-80.1	1,197	17.2	140	-9.6	1,050	21.2	6	-	1,749	12.4	389	17.2	1,301	35.1	58	-77.6	326	33.0
	Q2 (Jul - Sep)	3,902	9.0	753	-13.5	442	-15.2	279	-14.3	31	36.4	2,959	17.4	274	9.7	2,681	18.2	2	34.3	3,712	9.4	717	-7.1	2,960	14.1	34	36.2	189	1.9
	Q3 (Oct - Dec)	2,075	4.2	475	-17.1	310	-33.3	182	108.6	-18	-	1,356	20.6	139	100.9	1,213	16.7	3	-75.8	1,831	7.9	449	-15.9	1,396	23.8	-14	-	243	-17.1
	Q4 (Jan - Mar)	3,728	-7.3	1,105	9.5	1,009	55.6	55	-83.1	41	22.6	2,525	-3.3	220	-24.1	2,297	-0.9	8	116.5	3,631	0.2	1,229	30.9	2,352	-11.1	49	32.3	96	-75.9
FY2004	Q1 (Apr - Jun)	2,927	41.0	377	-31.6	190	-23.5	177	-29.2	9	-82.4	1,600	33.7	119	-14.7	1,478	40.8	2	-67.4	1,977	13.1	310	-20.4	1,656	27.3	11	-80.7	949	191.2
	Q2 (Jul - Sep)	3,596	-7.8	739	-1.9	353	-20.2	222	-20.5	164	424.1	2,766	-6.5	176	-35.8	2,589	-3.4	0	-70.2	3,506	-5.6	529	-26.2	2,811	-5.0	165	381.4	89	-52.7
	Q3 (Oct - Dec)	2,723	31.2	517	8.9	361	16.6	147	-19.4	8	-	2,039	50.3	204	46.7	1,833	51.0	1	-56.1	2,556	39.5	566	25.9	1,980	41.8	9	-	167	-31.3
	Q4 (Jan - Mar)	5,597	50.1	1,801	63.0	1,219	20.9	452	718.8	129	213.0	3,550	40.6	169	-23.1	3,379	47.1	0	-88.9	5,352	47.4	1,389	13.0	3,832	62.9	130	162.3	244	153.6
FY2005	Q1 (Apr - Jun)	1,945	-33.5	459	21.7	201	5.7	246	38.3	12	34.9	1,226	-23.3	114	-4.6	1,105	-25.2	7	248.1	1,686	-14.7	315	1.7	1,351	-18.4	19	75.5	259	-72.7
	Q2 (Jul - Sep)	3,953	9.9	1,172	58.5	374	6.1	219	-1.4	578	252.3	2,488	-10.1	121	-31.0	2,366	-8.6	0	-83.3	3,660	4.4	496	-6.3	2,586	-8.0	578	250.5	292	225.4
	Q3 (Oct - Dec)	2,914	7.0	560	8.5	221	-38.6	147	0.1	191	2,208.7	1,561	-23.4	100	-50.9	1,460	-20.3	0	-72.6	2,122	-17.0	322	-43.1	1,608	-18.8	192	1,849.6	792	374.1
	Q4 (Jan - Mar)	4,926	-12.0	820	-54.5	359	-70.5	362	-19.9	98	-23.7	3,833	8.0	228	34.7	3,602	6.6	1	75.7	4,653	-13.1	587	-57.7	3,965	3.5	100	-23.0	272	11.4
FY2006	Q1 (Apr - Jun)	2,038	4.8	410	-10.7	198	-1.5	177	-27.7	34	177.7	1,326	8.1	137	20.7	1,186	7.3	2	-72.7	1,736	3.0	336	6.6	1,364	1.0	36	83.2	301	16.5

Note: Figures in "Overseas" above represent the contract awards to the Parent; they do not include the contract awards to our overseas subsidiaries.