

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

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

		Total Amount		Construction Total												Real Estate and Other					
				Domestic-Public		Central Govt.		Local Govt.		Domestic-Private		Manufacturing		Non-Manufacturing				Overseas			
FY2007	full-year	14,636	5.5	13,978	8.5	1,269	-21.8	994	-21.5	275	-22.5	11,703	21.5	3,558	29.0	8,145	18.5	1,005	-38.3	658	-33.9
FY2008	full-year	13,876	-5.2	13,056	-6.6	2,328	83.4	1,635	64.5	692	151.8	9,912	-15.3	2,674	-24.8	7,237	-11.1	815	-18.9	819	24.5
FY2009	full-year	9,440	-32.0	9,188	-29.6	2,386	2.5	1,584	-3.1	802	15.8	6,531	-34.1	1,428	-46.6	5,103	-29.5	271	-66.8	251	-69.4
FY2007	3 months	4,223	107.2	4,049	133.1	42	-87.3	36	-88.3	6	-72.5	3,495	156.2	878	14.0	2,617	340.7	510	-	174	-42.3
FY2008	3 months	2,616	-38.0	2,292	-43.4	313	632.8	220	503.3	93	-	1,850	-47.1	444	-49.4	1,405	-46.3	128	-74.9	324	86.2
FY2009	3 months	1,818	-30.5	1,674	-26.9	339	8.1	197	-10.3	141	51.6	1,353	-26.9	486	9.3	867	-38.3	-17	-	143	-55.7
FY2010	3 months	2,037	12.0	1,907	13.9	171	-49.3	103	-47.9	68	-51.3	1,780	31.5	248	-48.9	1,532	76.7	-44	-	129	-9.6
FY2007	Q1 (Apr - Jun)	4,223	107.2	4,049	133.1	42	-87.3	36	-88.3	6	-72.5	3,495	156.2	878	14.0	2,617	340.7	510	-	174	-42.3
	Q2 (Jul - Sep)	3,036	-32.8	2,900	-33.8	120	-52.6	105	-35.3	14	-84.0	2,845	4.8	976	53.8	1,868	-10.1	-65	-	135	-0.7
	Q3 (Oct - Dec)	2,795	15.9	2,660	21.0	394	93.1	233	137.1	160	52.1	2,207	15.4	638	7.3	1,568	19.1	59	-28.0	135	-36.7
	Q4 (Jan - Mar)	4,581	-6.7	4,367	-4.3	711	-14.0	618	-10.6	93	-31.1	3,154	-13.4	1,064	40.5	2,090	-27.5	500	424.1	213	-37.9
FY2008	Q1 (Apr - Jun)	2,616	-38.0	2,292	-43.4	313	632.8	220	503.3	93	-	1,850	-47.1	444	-49.4	1,405	-46.3	128	-74.9	324	86.2
	Q2 (Jul - Sep)	4,843	59.5	4,599	58.5	726	502.7	525	395.7	200	-	3,430	20.6	995	1.9	2,435	30.3	442	-	244	80.0
	Q3 (Oct - Dec)	2,824	1.0	2,670	0.4	422	7.3	232	-0.3	190	18.3	2,141	-3.0	449	-29.5	1,691	7.9	106	79.4	154	14.0
	Q4 (Jan - Mar)	3,590	-21.6	3,493	-20.0	865	21.6	656	6.2	208	122.6	2,489	-21.1	784	-26.3	1,704	-18.4	138	-72.3	97	-54.5
FY2009	Q1 (Apr - Jun)	1,818	-30.5	1,674	-26.9	339	8.1	197	-10.3	141	51.6	1,353	-26.9	486	9.3	867	-38.3	-17	-	143	-55.7
	Q2 (Jul - Sep)	1,828	-62.3	1,940	-57.8	568	-21.7	508	-3.2	60	-70.0	1,366	-60.2	215	-78.4	1,151	-52.7	5	-98.8	-112	-
	Q3 (Oct - Dec)	1,951	-30.9	1,822	-31.7	526	24.5	263	12.9	263	38.7	1,245	-41.8	281	-37.5	964	-43.0	50	-52.4	128	-16.4
	Q4 (Jan - Mar)	3,841	7.0	3,751	7.4	952	10.0	615	-6.3	336	61.6	2,565	3.1	445	-43.2	2,120	24.4	233	68.1	90	-6.4
FY2010	Q1 (Apr - Jun)	2,037	12.0	1,907	13.9	171	-49.3	103	-47.9	68	-51.3	1,780	31.5	248	-48.9	1,532	76.7	-44	-	129	-9.6

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

Left: Awards in JPY 100 million

Right: Change from the equivalent period in the previous financial year (%)

		Civil Engineering															
		Domestic-Public		Central Govt.		Local Govt.		Domestic-Private		Manufacturing		Non-Manufacturing		Overseas			
FY2007	full-year	3,398	-9.7	1,055	-8.7	846	-9.4	209	-6.2	1,341	35.7	447	17.6	894	47.1	1,000	-38.1
FY2008	full-year	3,924	15.5	1,975	87.1	1,498	77.0	476	128.1	1,133	-15.5	303	-32.2	830	-7.2	815	-18.5
FY2009	full-year	2,679	-31.7	1,476	-25.3	1,215	-18.9	260	-45.4	941	-16.9	178	-41.1	763	-8.1	260	-68.0
FY2007	3 months	753	83.5	33	-83.2	28	-84.4	4	-69.4	210	18.1	67	-34.9	142	93.0	509	-
FY2008	3 months	530	-29.6	252	658.3	217	660.3	35	646.1	149	-28.8	49	-27.8	100	-29.3	127	-74.9
FY2009	3 months	343	-35.1	259	2.5	189	-13.0	69	98.8	102	-31.2	44	-9.7	58	-41.7	-18	-
FY2010	3 months	418	21.8	152	-41.3	97	-48.5	54	-21.6	311	202.5	38	-12.7	272	365.1	-44	-
FY2007	Q1 (Apr - Jun)	753	83.5	33	-83.2	28	-84.4	4	-69.4	210	18.1	67	-34.9	142	93.0	509	-
	Q2 (Jul - Sep)	476	-75.0	91	-57.8	84	-35.3	6	-92.1	450	60.2	130	21.6	320	84.1	-65	-
	Q3 (Oct - Dec)	551	45.0	232	68.3	126	66.2	105	70.8	260	62.3	99	140.6	161	35.1	59	-28.0
	Q4 (Jan - Mar)	1,616	51.2	699	15.6	607	11.5	92	52.5	420	14.0	149	17.2	271	12.4	496	423.3
FY2008	Q1 (Apr - Jun)	530	-29.6	252	658.3	217	660.3	35	646.1	149	-28.8	49	-27.8	100	-29.3	127	-74.9
	Q2 (Jul - Sep)	1,542	223.9	675	642.0	521	518.1	154	-	425	-5.6	121	-6.8	303	-5.2	442	-
	Q3 (Oct - Dec)	692	25.5	323	39.4	198	56.6	125	18.8	262	0.8	54	-44.9	208	29.1	106	79.6
	Q4 (Jan - Mar)	1,159	-28.3	724	3.5	561	-7.5	162	76.2	296	-29.5	77	-47.9	218	-19.4	138	-72.1
FY2009	Q1 (Apr - Jun)	343	-35.1	259	2.5	189	-13.0	69	98.8	102	-31.2	44	-9.7	58	-41.7	-18	-
	Q2 (Jul - Sep)	568	-63.1	275	-59.2	225	-56.8	50	-67.6	288	-32.2	50	-58.3	237	-21.8	5	-98.8
	Q3 (Oct - Dec)	570	-17.6	334	3.4	232	17.6	101	-19.1	185	-29.4	27	-50.2	158	-23.9	50	-52.5
	Q4 (Jan - Mar)	1,196	3.2	607	-16.1	568	1.2	39	-75.7	365	23.3	56	-27.6	309	41.4	223	60.9
FY2010	Q1 (Apr - Jun)	418	21.8	152	-41.3	97	-48.5	54	-21.6	311	202.5	38	-12.7	272	365.1	-44	-

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

Left: Awards in JPY 100 million

Right: Change from the equivalent period in the previous financial year (%)

		Building Construction															
		Domestic-Public		Central Govt.		Local Govt.		Domestic-Private		Manufacturing		Non-Manufacturing		Overseas			
FY2007	full-year	10,579	16.0	213	-54.1	147	-55.7	66	-50.0	10,361	19.9	3,110	30.8	7,250	15.7	4	-56.8
FY2008	full-year	9,131	-13.7	352	65.2	136	-7.2	215	226.9	8,778	-15.3	2,371	-23.8	6,407	-11.6	0	-89.8
FY2009	full-year	6,509	-28.7	910	158.0	368	168.9	541	151.0	5,589	-36.3	1,249	-47.3	4,339	-32.3	10	-
FY2007	3 months	3,295	148.5	9	-93.1	7	-93.9	1	-78.7	3,285	176.9	810	21.7	2,475	375.8	0	-73.4
FY2008	3 months	1,762	-46.5	61	543.4	2	-64.6	58	-	1,700	-48.2	395	-51.2	1,305	-47.3	0	-30.2
FY2009	3 months	1,330	-24.5	80	31.2	8	195.1	71	23.3	1,250	-26.5	442	11.7	808	-38.1	0	-65.7
FY2010	3 months	1,488	11.9	19	-75.4	5	-34.2	14	-80.1	1,469	17.5	209	-52.6	1,259	55.8	0	-56.7
FY2007	Q1 (Apr - Jun)	3,295	148.5	9	-93.1	7	-93.9	1	-78.7	3,285	176.9	810	21.7	2,475	375.8	0	-73.4
	Q2 (Jul - Sep)	2,424	-2.2	29	-23.7	21	-35.2	7	50.7	2,395	-1.6	846	60.3	1,548	-18.7	0	-
	Q3 (Oct - Dec)	2,108	16.0	162	144.9	107	377.8	55	25.7	1,946	11.2	538	-2.7	1,407	17.6	0	-52.2
	Q4 (Jan - Mar)	2,750	-21.3	12	-94.4	10	-92.6	1	-97.9	2,734	-16.4	915	45.2	1,819	-31.1	4	539.7
FY2008	Q1 (Apr - Jun)	1,762	-46.5	61	543.4	2	-64.6	58	-	1,700	-48.2	395	-51.2	1,305	-47.3	0	-30.2
	Q2 (Jul - Sep)	3,056	26.1	50	72.6	4	-80.1	46	497.4	3,005	25.5	873	3.2	2,131	37.7	0	-
	Q3 (Oct - Dec)	1,978	-6.2	99	-38.7	34	-67.5	64	17.4	1,878	-3.5	394	-26.7	1,483	5.4	0	-42.2
	Q4 (Jan - Mar)	2,334	-15.1	141	-	94	774.2	46	-	2,193	-19.8	706	-22.7	1,486	-18.3	0	-99.8
FY2009	Q1 (Apr - Jun)	1,330	-24.5	80	31.2	8	195.1	71	23.3	1,250	-26.5	442	11.7	808	-38.1	0	-65.7
	Q2 (Jul - Sep)	1,371	-55.1	293	476.6	283	-	10	-78.1	1,078	-64.1	164	-81.2	913	-57.1	0	78.3
	Q3 (Oct - Dec)	1,252	-36.7	192	93.2	30	-13.8	162	150.9	1,060	-43.6	253	-35.8	806	-45.7	0	74.3
	Q4 (Jan - Mar)	2,554	9.4	344	143.8	46	-50.6	297	542.4	2,200	0.3	389	-44.9	1,811	21.8	9	-
FY2010	Q1 (Apr - Jun)	1,488	11.9	19	-75.4	5	-34.2	14	-80.1	1,469	17.5	209	-52.6	1,259	55.8	0	-56.7

Construction Contract Awards - Segmental Analysis (Non-Consolidated Basis)

Civil Engineering

	1Q / FY09		1Q / FY10		FY09
	Result	Result	YoY Change	Result	Result
	JPY bln	JPY bln	%	JPY bln	JPY bln
Public Sector					
Central Gov't	18.9	9.7	(48.5%)	121.5	
Local Gov't	6.9	5.4	(21.6%)	26.0	
Total - Public Sector	25.9	15.2	(41.3%)	147.6	
Private Sector					
Manufacturing	4.4	3.8	(12.7%)	17.8	
Non-manufacturing	5.8	27.2	365.1%	76.3	
Total - Private Sector	10.2	31.1	202.5%	94.1	
Total - Domestic	36.1	46.3	28.0%	241.8	
Overseas	(1.8)	(4.4)	-	26.0	
A Total - Civil Engineering	34.3	41.8	21.8%	267.9	

Building Construction

	1Q / FY09		1Q / FY10		FY09
	Result	Result	YoY Change	Result	Result
	JPY bln	JPY bln	%	JPY bln	JPY bln
Public Sector					
Central Gov't	0.8	0.5	(34.2%)	36.8	
Local Gov't	7.1	1.4	(80.1%)	54.1	
Total - Public Sector	8.0	1.9	(75.4%)	91.0	
Private Sector					
Manufacturing	44.2	20.9	(52.6%)	124.9	
Non-manufacturing	80.8	125.9	55.8%	433.9	
Total - Private Sector	125.0	146.9	17.5%	558.9	
Total - Domestic	133.0	148.8	11.9%	649.9	
Overseas	0.0	0.0	(56.7%)	1.0	
B Total - Bldg. Construction	133.0	148.8	11.9%	650.9	

Total - Construction

	1Q / FY09		1Q / FY10		FY09
	Result	Result	YoY Change	Result	Result
	JPY bln	JPY bln	%	JPY bln	JPY bln
Public Sector					
Central Gov't	19.7	10.3	(47.9%)	158.4	
Local Gov't	14.1	6.8	(51.3%)	80.2	
Total - Public Sector	33.9	17.1	(49.3%)	238.6	
Private Sector					
Manufacturing	48.6	24.8	(48.9%)	142.8	
Non-manufacturing	86.7	153.2	76.7%	510.3	
C Total - Private Sector	135.3	178.0	31.5%	653.1	
Total - Domestic	169.2	195.2	15.3%	891.7	
Overseas	(1.7)	(4.4)	-	27.1	
D Total - Construction	167.4	190.7	13.9%	918.8	

Construction Awards by Project Type

		1Q / FY09		1Q / FY10		FY09
		Result	Result	YoY Change	Result	Result
		JPY bln	JPY bln	%	JPY bln	JPY bln
A	Civil Engineering					
	Flood Control	4.5	3.0	(33.7%)	22.4	
	Railway	5.5	8.6	56.7%	59.9	
	Potable / Waste Water	5.7	4.0	(29.1%)	12.6	
	Land Improvement	0.8	1.1	27.1%	7.9	
	Port / Airport	5.6	4.9	(13.0%)	9.7	
	Road	2.4	(0.5)	-	76.0	
	Others	9.5	20.6	116.0%	79.2	
	Total	34.3	41.8	21.8%	267.9	
	B	Building Construction				
Office (Public / Private)		44.1	74.9	69.6%	230.4	
Lodging		0.3	1.2	241.5%	6.0	
Retail		24.2	1.3	(94.3%)	41.6	
Power Plant / Factory		20.2	22.3	10.3%	111.2	
(Manufacturing Plant)		17.8	20.8	16.7%	85.0	
Warehouse / Distribution Centre		1.1	1.5	43.2%	10.6	
Residential		2.5	27.6	-	41.5	
Education / Research / Culture		19.2	8.7	(54.6%)	80.7	
Medical / Welfare		2.6	5.2	98.1%	74.8	
Others		18.4	5.7	(69.0%)	53.7	
Total		133.0	148.8	11.9%	650.9	
D Total		167.4	190.7	13.9%	918.8	

Construction Awards by Customer (Private Sector)

		1Q / FY09		1Q / FY10		FY09
		Result	Result	YoY Change	Result	Result
		JPY bln	JPY bln	%	JPY bln	JPY bln
C	Manufacturing					
	Food Processing	6.1	2.7	(55.7%)	15.1	
	Petrochemical	20.0	7.6	(61.6%)	49.4	
	Electronics	2.3	3.4	49.4%	23.3	
	Vehicle	0.0	2.4	-	2.7	
	Others	20.0	8.5	(57.7%)	51.9	
Total	48.6	24.8	(48.9%)	142.8		
C	Non-Manufacturing					
	Commercial	15.4	3.4	(77.8%)	29.1	
	Finance	2.3	3.9	70.3%	37.1	
	Real Estate	24.0	84.4	250.8%	167.4	
	Transportation / Distribution	12.6	17.4	38.3%	55.7	
	Power / Gas	4.9	16.6	239.6%	62.4	
	Information Technology	0.8	5.2	550.9%	10.9	
	Service	22.4	20.4	(9.1%)	135.1	
	(Medical / Welfare)	3.0	7.2	133.3%	23.2	
	(Education)	9.6	6.6	(31.7%)	45.0	
	Others	4.1	1.7	(58.6%)	12.2	
	Total	86.7	153.2	76.7%	510.3	
C Total	135.3	178.0	31.5%	653.1		