

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	6 months	7,260	10.7	6,950	13.6	163	-72.3	142	-70.1	20	-81.7	6,341	55.5	1,855	32.0	4,486	67.8	445	-69.3	309	-29.3
FY2008	6 months	7,460	2.8	6,891	-0.8	1,040	536.8	745	423.3	294	-	5,281	-16.7	1,439	-22.4	3,841	-14.4	570	28.2	568	83.5
FY2009	6 months	3,646	-51.1	3,615	-47.5	907	-12.7	706	-5.3	201	-31.4	2,719	-48.5	701	-51.3	2,018	-47.5	-12	-	31	-94.5
FY2010	6 months	4,094	12.3	3,864	6.9	694	-23.4	322	-54.3	372	84.6	3,248	19.4	794	13.2	2,454	21.6	-78	-	229	632.3
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
	Q2 (Jul - Sep)	2,057	12.5	1,957	0.9	523	-8.0	219	-56.8	303	403.8	1,468	7.5	545	153.6	922	-19.9	-34	-	100	-

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	6 months	1,229	-46.8	124	-70.0	112	-64.0	11	-88.7	660	43.9	198	-6.2	462	86.7	444	-69.1
FY2008	6 months	2,073	68.6	928	646.4	738	554.2	189	-	574	-13.0	170	-14.0	404	-12.6	570	28.2
FY2009	6 months	912	-56.0	534	-42.4	414	-43.9	119	-36.8	390	-32.0	95	-44.3	295	-26.8	-12	-
FY2010	6 months	862	-5.5	432	-19.1	179	-56.8	253	111.5	508	30.2	139	46.7	369	24.9	-78	-
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	-
	Q2 (Jul - Sep)	443	-22.0	279	1.7	81	-63.8	198	296.5	197	-31.4	100	98.6	96	-59.2	-34	-

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	6 months	5,720	50.3	38	-77.9	29	-81.9	9	-25.9	5,680	57.0	1,656	38.8	4,024	65.9	0	-94.7
FY2008	6 months	4,818	-15.8	112	187.4	7	-75.9	104	-	4,706	-17.2	1,269	-23.4	3,437	-14.6	0	-22.1
FY2009	6 months	2,702	-43.9	373	233.4	291	-	82	-21.7	2,328	-50.5	606	-52.2	1,722	-49.9	0	-50.9
FY2010	6 months	3,002	11.1	262	-29.6	143	-50.8	119	45.4	2,739	17.6	654	7.9	2,084	21.0	0	-68.4
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
	Q2 (Jul - Sep)	1,513	10.4	243	-17.1	137	-51.3	105	929.9	1,270	17.8	444	170.6	825	-9.7	0	-87.9

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

Civil Engineering

	1H / FY09		1H / FY10		FY09
	Result JPY bln	Result JPY bln	YoY Change %	Result JPY bln	
Public Sector					
Central Gov't	41.4	17.9	(56.8%)	121.5	
Local Gov't	11.9	25.3	111.5%	26.0	
Total - Public Sector	53.4	43.2	(19.1%)	147.6	
Private Sector					
Manufacturing	9.5	13.9	46.7%	17.8	
Non-manufacturing	29.5	36.9	24.9%	76.3	
Total - Private Sector	39.0	50.8	30.2%	94.1	
Total - Domestic	92.5	94.1	1.7%	241.8	
Overseas	(1.2)	(7.8)	-	26.0	
Total - Civil Engineering	91.2	86.2	(5.5%)	267.9	

A

Building Construction

	1H / FY09		1H / FY10		FY09
	Result JPY bln	Result JPY bln	YoY Change %	Result JPY bln	
Public Sector					
Central Gov't	29.1	14.3	(50.8%)	36.8	
Local Gov't	8.2	11.9	45.4%	54.1	
Total - Public Sector	37.3	26.2	(29.6%)	91.0	
Private Sector					
Manufacturing	60.6	65.4	7.9%	124.9	
Non-manufacturing	172.2	208.4	21.0%	433.9	
Total - Private Sector	232.8	273.9	17.6%	558.9	
Total - Domestic	270.2	300.2	11.1%	649.9	
Overseas	0.0	0.0	(68.4%)	1.0	
Total - Bldg. Construction	270.2	300.2	11.1%	650.9	

B

Total - Construction

	1H / FY09		1H / FY10		FY09
	Result JPY bln	Result JPY bln	YoY Change %	Result JPY bln	
Public Sector					
Central Gov't	70.6	32.2	(54.3%)	158.4	
Local Gov't	20.1	37.2	84.6%	80.2	
Total - Public Sector	90.7	69.4	(23.4%)	238.6	
Private Sector					
Manufacturing	70.1	79.4	13.2%	142.8	
Non-manufacturing	201.8	245.4	21.6%	510.3	
Total - Private Sector	271.9	324.8	19.4%	653.1	
Total - Domestic	362.7	394.3	8.7%	891.7	
Overseas	(1.2)	(7.8)	-	27.1	
Total - Construction	361.5	386.4	6.9%	918.8	

C

D

Construction Awards by Project Type

		1H / FY09		1H / FY10		FY09
		Result JPY bln	Result JPY bln	YoY Change %	Result JPY bln	
Civil Engineering	Flood Control	14.4	9.9	(31.1%)	22.4	
	Railway	9.3	9.5	1.4%	59.9	
	Potable / Waste Water	8.6	15.8	83.3%	12.6	
	Land Improvement	2.9	1.7	(39.6%)	7.9	
	Port / Airport	6.1	7.7	25.7%	9.7	
	Road	13.5	3.3	(75.2%)	76.0	
	Others	36.0	38.0	5.3%	79.2	
	Total	91.2	86.2	(5.5%)	267.9	
Building Construction	Office (Public / Private)	70.4	125.3	78.0%	230.4	
	Lodging	1.7	1.5	(9.3%)	6.0	
	Retail	28.8	12.9	(55.2%)	41.6	
	Power Plant / Factory	47.1	64.9	37.9%	111.2	
	(Manufacturing Plant)	37.7	59.7	58.1%	85.0	
	Warehouse / Distribution Centre	3.2	3.7	16.9%	10.6	
	Residential	12.6	36.3	186.4%	41.5	
	Education / Research / Culture	32.8	20.8	(36.7%)	80.7	
	Medical / Welfare	47.3	21.9	(53.7%)	74.8	
	Others	26.0	12.6	(51.5%)	53.7	
	Total	270.2	300.2	11.1%	650.9	
Total	361.5	386.4	6.9%	918.8		

A

B

D

Construction Awards by Customer (Private Sector)

		1H / FY09		1H / FY10		FY09
		Result JPY bln	Result JPY bln	YoY Change %	Result JPY bln	
Manufacturing	Food Processing	9.7	8.1	(16.5%)	15.1	
	Petrochemical	20.1	31.8	57.8%	49.4	
	Electronics	10.9	7.7	(29.4%)	23.3	
	Vehicle	1.3	8.6	544.3%	2.7	
	Others	27.9	23.0	(17.3%)	51.9	
	Total	70.1	79.4	13.2%	142.8	
Non-Manufacturing	Commercial	19.8	18.1	(8.5%)	29.1	
	Finance	8.3	9.0	7.4%	37.1	
	Real Estate	56.6	104.4	84.2%	167.4	
	Transportation / Distribution	23.4	27.3	16.7%	55.7	
	Power / Gas	26.3	24.8	(5.8%)	62.4	
	Information Technology	2.0	12.8	522.6%	10.9	
	Service	58.5	43.6	(25.5%)	135.1	
	(Medical / Welfare)	9.8	19.1	95.4%	23.2	
	(Education)	14.2	13.6	(4.1%)	45.0	
	Others	6.5	5.2	(19.4%)	12.2	
	Total	201.8	245.4	21.6%	510.3	
Total	271.9	324.8	19.4%	653.1		

C