

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	9 months	10,055	12.1	9,610	15.5	557	-29.8	376	-34.7	181	-17.1	8,548	42.7	2,493	24.6	6,054	51.8	504	-67.1	445	-31.7
FY2008	9 months	10,285	2.3	9,562	-0.5	1,463	162.4	978	160.2	484	166.9	7,422	-13.2	1,889	-24.2	5,532	-8.6	676	34.2	722	62.4
FY2009	9 months	5,598	-45.6	5,437	-43.1	1,434	-2.0	969	-1.0	465	-3.9	3,965	-46.6	982	-48.0	2,982	-46.1	37	-94.4	160	-77.8
FY2010	9 months	6,485	15.9	6,101	12.2	1,178	-17.8	696	-28.1	481	3.6	5,010	26.3	1,093	11.3	3,916	31.3	-87	-	384	139.7
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	-
	Q3 (Oct - Dec)	2,391	22.5	2,236	22.7	483	-8.2	374	42.2	109	-58.5	1,761	41.4	299	6.6	1,462	51.6	-8	-	154	19.9

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	9 months	1,781	-33.9	356	-35.4	239	-38.5	117	-28.0	921	48.7	297	17.8	623	69.9	503	-66.9
FY2008	9 months	2,765	55.2	1,251	251.1	936	291.3	314	168.9	837	-9.1	225	-24.3	612	-1.8	676	34.3
FY2009	9 months	1,482	-46.4	868	-30.6	647	-30.9	221	-29.8	576	-31.2	122	-45.8	454	-25.8	37	-94.4
FY2010	9 months	1,433	-3.3	808	-6.9	491	-24.1	317	43.6	712	23.6	177	44.9	535	17.9	-87	-
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	-
	Q3 (Oct - Dec)	571	0.2	376	12.7	312	34.1	64	-36.5	203	9.8	37	38.6	165	4.8	-8	-

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	9 months	7,828	39.2	201	-17.2	136	-26.6	64	14.1	7,627	42.0	2,195	25.6	5,431	49.9	0	-93.8
FY2008	9 months	6,797	-13.2	211	5.2	41	-69.3	169	163.1	6,585	-13.7	1,664	-24.2	4,920	-9.4	0	-25.1
FY2009	9 months	3,954	-41.8	565	167.5	321	665.6	244	44.1	3,388	-48.5	860	-48.3	2,528	-48.6	0	-36.8
FY2010	9 months	4,667	18.0	369	-34.7	205	-36.2	164	-32.7	4,297	26.8	916	6.5	3,381	33.7	0	-3.7
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
	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
	Q3 (Oct - Dec)	1,665	32.9	106	-44.5	61	105.1	45	-72.2	1,558	47.0	261	3.1	1,296	60.8	0	139.3

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

Civil Engineering

	Q1-3 / FY09		Q1-3 / FY10		FY09
	Result JPY bln	Result JPY bln	YoY Change %	Result JPY bln	
Public Sector					
Central Gov't	64.7	49.1	(24.1%)	121.5	
Local Gov't	22.1	31.7	43.6%	26.0	
Total - Public Sector	86.8	80.8	(6.9%)	147.6	
Private Sector					
Manufacturing	12.2	17.7	44.9%	17.8	
Non-manufacturing	45.4	53.5	17.9%	76.3	
Total - Private Sector	57.6	71.2	23.6%	94.1	
Total - Domestic	144.5	152.1	5.3%	241.8	
Overseas	3.7	(8.7)	-	26.0	
Total - Civil Engineering	148.2	143.3	(3.3%)	267.9	

A

Building Construction

	Q1-3 / FY09		Q1-3 / FY10		FY09
	Result JPY bln	Result JPY bln	YoY Change %	Result JPY bln	
Public Sector					
Central Gov't	32.1	20.5	(36.2%)	36.8	
Local Gov't	24.4	16.4	(32.7%)	54.1	
Total - Public Sector	56.5	36.9	(34.7%)	91.0	
Private Sector					
Manufacturing	86.0	91.6	6.5%	124.9	
Non-manufacturing	252.8	338.1	33.7%	433.9	
Total - Private Sector	338.8	429.7	26.8%	558.9	
Total - Domestic	395.4	466.7	18.0%	649.9	
Overseas	0.0	0.0	(3.7%)	1.0	
Total - Bldg. Construction	395.4	466.7	18.0%	650.9	

B

Total - Construction

	Q1-3 / FY09		Q1-3 / FY10		FY09
	Result JPY bln	Result JPY bln	YoY Change %	Result JPY bln	
Public Sector					
Central Gov't	96.9	69.6	(28.1%)	158.4	
Local Gov't	46.5	48.1	3.6%	80.2	
Total - Public Sector	143.4	117.8	(17.8%)	238.6	
Private Sector					
Manufacturing	98.2	109.3	11.3%	142.8	
Non-manufacturing	298.2	391.6	31.3%	510.3	
Total - Private Sector	396.5	501.0	26.3%	653.1	
Total - Domestic	539.9	618.8	14.6%	891.7	
Overseas	3.7	(8.7)	-	27.1	
Total - Construction	543.7	610.1	12.2%	918.8	

C

D

Construction Awards by Project Type

		Q1-3 / FY09		Q1-3 / FY10		FY09
		Result JPY bln	Result JPY bln	YoY Change %	Result JPY bln	
Civil Engineering	Flood Control	19.2	13.0	(32.3%)	22.4	
	Railway	23.7	14.3	(39.6%)	59.9	
	Potable / Waste Water	11.2	18.6	65.9%	12.6	
	Land Improvement	4.0	2.0	(50.1%)	7.9	
	Port / Airport	7.2	9.9	36.9%	9.7	
	Road	31.1	33.1	6.2%	76.0	
	Others	51.4	52.2	1.5%	79.2	
	Total	148.2	143.3	(3.3%)	267.9	
Building Construction	Office (Public / Private)	123.1	147.9	20.2%	230.4	
	Lodging	2.8	4.8	72.8%	6.0	
	Retail	32.1	14.2	(55.6%)	41.6	
	Power Plant / Factory	74.0	94.4	27.5%	111.2	
	(Manufacturing Plant)	57.2	85.7	49.7%	85.0	
	Warehouse / Distribution Centre	5.1	45.0	780.8%	10.6	
	Residential	22.1	40.3	82.4%	41.5	
	Education / Research / Culture	50.1	41.4	(17.2%)	80.7	
	Medical / Welfare	52.5	44.3	(15.5%)	74.8	
	Others	33.5	34.0	1.4%	53.7	
	Total	395.4	466.7	18.0%	650.9	
Total	543.7	610.1	12.2%	918.8		

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B

D

Construction Awards by Customer (Private Sector)

		Q1-3 / FY09		Q1-3 / FY10		FY09
		Result JPY bln	Result JPY bln	YoY Change %	Result JPY bln	
Manufacturing	Food Processing	14.4	14.5	0.5%	15.1	
	Petrochemical	30.6	46.2	51.0%	49.4	
	Electronics	13.6	11.0	(19.2%)	23.3	
	Vehicle	1.9	11.6	482.9%	2.7	
	Others	37.4	25.8	(31.1%)	51.9	
	Total	98.2	109.3	11.3%	142.8	
Non-Manufacturing	Commercial	22.0	23.0	4.7%	29.1	
	Finance	35.2	15.1	(57.0%)	37.1	
	Real Estate	70.7	109.9	55.5%	167.4	
	Transportation / Distribution	32.6	94.5	189.4%	55.7	
	Power / Gas	40.4	33.5	(17.0%)	62.4	
	Information Technology	3.6	14.7	305.6%	10.9	
	Service	83.8	93.4	11.4%	135.1	
	(Medical / Welfare)	15.0	43.3	187.4%	23.2	
	(Education)	25.9	23.4	(9.9%)	45.0	
	Others	9.6	7.0	(26.3%)	12.2	
	Total	298.2	391.6	31.3%	510.3	
Total	396.5	501.0	26.3%	653.1		

C