

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		
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				
FY2010	full-year	10,239 8.5	9,579 4.3	2,107 -11.7	1,317 -16.8	789 -1.6	7,516 15.1	1,808 26.6	5,707 11.8	-43 -	659 162.6				
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				
FY2011	3 months	1,704 -16.3	1,545 -19.0	186 8.8	81 -20.5	105 52.6	1,312 -26.3	401 61.9	910 -40.6	46 -	159 22.9				
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				
	Q4 (Jan - Mar)	3,753 -2.3	3,478 -7.3	928 -2.5	621 1.0	307 -8.7	2,505 -2.3	714 60.4	1,790 -15.5	43 -81.2	275 203.0				
FY2011	Q1 (Apr - Jun)	1,704 -16.3	1,545 -19.0	186 8.8	81 -20.5	105 52.6	1,312 -26.3	401 61.9	910 -40.6	46 -	159 22.9				

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			
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
FY2010	full-year	2,260	-15.6	1,431	-3.1	1,033	-15.0	397	52.6	873	-7.3	209	17.3	663	-13.0	-43	-
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	-
FY2011	3 months	315	-24.7	140	-7.7	61	-37.5	79	45.5	128	-58.6	46	19.2	82	-69.6	46	-
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	-
	Q4 (Jan - Mar)	826	-30.9	622	2.4	542	-4.6	80	103.4	160	-56.1	32	-42.8	128	-58.5	43	-80.4
FY2011	Q1 (Apr - Jun)	315	-24.7	140	-7.7	61	-37.5	79	45.5	128	-58.6	46	19.2	82	-69.6	46	-

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			
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	-
FY2010	full-year	7,319	12.4	676	-25.7	284	-22.8	392	-27.6	6,642	18.9	1,598	28.0	5,044	16.2	0	-97.4
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
FY2011	3 months	1,229	-17.4	46	135.5	20	282.7	25	79.4	1,183	-19.4	355	69.7	827	-34.3	0	-88.5
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
	Q4 (Jan - Mar)	2,651	3.8	306	-11.0	79	68.6	227	-23.5	2,345	6.6	682	75.4	1,662	-8.2	0	-
FY2011	Q1 (Apr - Jun)	1,229	-17.4	46	135.5	20	282.7	25	79.4	1,183	-19.4	355	69.7	827	-34.3	0	-88.5

Construction Contract Awards - Segmental Analysis (Non-Consolidated)

	1st Quarter									Full-Year
	Civil Engineering			Building Construction			Total - Construction			Total - Construction
	FY2010 Result	FY2011		FY2010 Result	FY2011		FY2010 Result	FY2011		FY2010 Result
		Result	YoY Change		Result	YoY Change		Result	YoY Change	
Public Sector	15.2	14.0	(7.7%)	1.9	4.6	135.5%	17.1	18.6	8.8%	210.7
Central Gov't	9.7	6.1	(37.5%)	0.5	2.0	282.7%	10.3	8.1	(20.5%)	131.7
Local Gov't	5.4	7.9	45.5%	1.4	2.5	79.4%	6.8	10.5	52.6%	78.9
Private Sector	31.1	12.8	(58.6%)	146.9	118.3	(19.4%)	178.0	A 131.2	(26.3%)	751.6
Manufacturing	3.8	4.6	19.2%	20.9	35.5	69.7%	24.8	B 40.1	61.9%	180.8
Non-manufacturing	27.2	8.2	(69.6%)	125.9	82.7	(34.3%)	153.2	C 91.0	(40.6%)	570.7
Total - Domestic	46.3	26.9	(41.9%)	148.8	122.9	(17.4%)	195.2	149.9	(23.2%)	962.3
Overseas	(4.4)	4.6	—	0.0	0.0	(88.5%)	(4.4)	4.6	—	(4.3)
Total	41.8	X 31.5	(24.7%)	148.8	Y 122.9	(17.4%)	190.7	Z 154.5	(19.0%)	957.9

Construction Awards by Customer (Private Sector)

Construction Awards by Project Type

	1st Quarter				Full-Year		1st Quarter					Full-Year
	FY2010 Result	FY2011		FY2010 Result	FY2010 Result		FY2010		FY2011		YoY Change	FY2010 Result
		Result	YoY Change				Result	Proportion	Result	Proportion		
Manufacturing	24.8	B 40.1	61.9%	180.8	Flood Control	3.0	1.6%	2.4	1.6%	(20.8%)	26.0	
Food Processing	2.7	3.2	18.8%	21.0	Railway	8.6	4.5%	2.3	1.5%	(72.5%)	28.8	
Petrochemical	7.6	9.5	23.5%	62.7	Potable / Waste Water	4.0	2.1%	1.2	0.8%	(69.6%)	34.1	
Steel	3.3	2.6	(20.1%)	9.8	Land Improvement	1.1	0.6%	1.2	0.8%	13.9%	3.5	
Electronics	3.4	10.4	205.0%	43.7	Port / Airport	4.9	2.6%	1.8	1.2%	(63.0%)	12.0	
Vehicle	2.4	3.8	55.4%	12.2	Road	(0.5)	(0.3%)	9.2	6.0%	—	61.0	
Machinery	2.1	4.0	92.2%	10.5	Others	20.6	10.8%	13.1	8.5%	(36.1%)	60.1	
Others	3.0	6.3	110.0%	20.7	Total - Civil Engineering	41.8	21.9%	X 31.5	20.4%	(24.7%)	226.0	
Non-Manufacturing	153.2	C 91.0	(40.6%)	570.7	Office (Public / Private)	74.9	39.3%	22.5	14.6%	(69.9%)	237.5	
Commercial	3.4	5.7	68.8%	26.1	Lodging	1.2	0.7%	1.7	1.1%	38.2%	18.7	
Finance	3.9	5.7	46.7%	23.0	Retail	1.3	0.7%	7.8	5.1%	471.1%	18.1	
Real Estate	84.4	15.1	(82.0%)	153.6	Power Plant / Factory	22.3	11.7%	31.6	20.5%	41.3%	136.0	
Transportation / Distribution	17.4	7.7	(55.4%)	120.8	(Manufacturing Plant)	20.8	10.9%	27.5	17.8%	32.1%	125.2	
Power / Gas	16.6	6.3	(61.6%)	39.4	Warehouse / Distribution Centre	1.5	0.8%	5.8	3.8%	267.8%	52.2	
Information Technology	5.2	1.4	(71.3%)	24.8	Residential	27.6	14.5%	5.6	3.6%	(79.7%)	50.0	
Service	20.4	47.7	133.9%	174.0	Education / Research / Culture	8.7	4.6%	28.2	18.3%	222.9%	61.5	
(Medical / Welfare)	7.2	9.6	33.7%	80.5	Medical / Welfare	5.2	2.8%	12.0	7.8%	129.1%	87.8	
(Education)	6.6	25.3	284.4%	32.7	Others	5.7	3.0%	7.3	4.8%	28.9%	69.8	
Others	1.7	0.8	(50.3%)	8.7	Total - Building Construction	148.8	78.1%	Y 122.9	79.6%	(17.4%)	731.9	
Total	178.0	A 131.2	(26.3%)	751.6	Total	190.7	100.0%	Z 154.5	100.0%	(19.0%)	957.9	