

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			
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 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
FY2011 9 months		7,525	16.0	7,120	16.7	1,859	57.8	444	-36.1	1,414	193.6	5,229	4.4	1,669	52.6	3,560	-9.1	31	-	404	5.4
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
	Q2 (Jul - Sep)	3,365	63.6	3,245	65.8	1,340	156.2	182	-16.8	1,157	281.2	1,926	31.2	625	14.7	1,300	41.0	-20	-	119	19.8
	Q3 (Oct - Dec)	2,455	2.7	2,329	4.2	332	-31.2	180	-51.8	152	39.3	1,991	13.0	641	114.1	1,350	-7.7	5	-	125	-18.7

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	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	-
FY2011	9 months	2,429	69.4	1,650	104.1	392	-20.2	1,258	296.4	747	4.9	311	75.5	436	-18.4	30	-
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	-
	Q2 (Jul - Sep)	1,441	225.0	1,223	337.0	164	102.3	1,058	433.4	238	20.8	69	-30.5	168	74.3	-20	-
	Q3 (Oct - Dec)	672	17.6	286	-24.0	166	-46.8	120	86.6	380	86.6	195	415.4	185	11.6	5	-

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	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
FY2011	9 months	4,691	0.5	209	-43.4	52	-74.3	156	-4.8	4,481	4.3	1,357	48.2	3,123	-7.6	0	80.6
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
	Q2 (Jul - Sep)	1,804	19.2	116	-52.1	17	-87.2	98	-6.2	1,687	32.8	555	24.9	1,131	37.1	0	-
	Q3 (Oct - Dec)	1,657	-0.4	46	-56.5	14	-77.0	32	-28.4	1,611	3.4	446	70.5	1,165	-10.1	0	-88.4

Construction Contract Awards - Segmental Analysis (Non-Consolidated)

	Quarter 1-3 (9 months)									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	80.8	165.0	104.1%	36.9	20.9	(43.4%)	117.8	185.9	57.8%	210.7
Central Gov't	49.1	39.2	(20.2%)	20.5	5.2	(74.3%)	69.6	44.4	(36.1%)	131.7
Local Gov't	31.7	125.8	296.4%	16.4	15.6	(4.8%)	48.1	141.4	193.6%	78.9
Private Sector	71.2	74.7	4.9%	429.7	448.1	4.3%	501.0	A 522.9	4.4%	751.6
Manufacturing	17.7	31.1	75.5%	91.6	135.7	48.2%	109.3	B 166.9	52.6%	180.8
Non-manufacturing	53.5	43.6	(18.4%)	338.1	312.3	(7.6%)	391.6	C 356.0	(9.1%)	570.7
Total - Domestic	152.1	239.8	57.6%	466.7	469.1	0.5%	618.8	708.9	14.6%	962.3
Overseas	(8.7)	3.0	-	0.0	0.0	80.6%	(8.7)	3.1	-	(4.3)
Total	143.3	X 242.9	69.4%	466.7	Y 469.1	0.5%	610.1	Z 712.0	16.7%	957.9

Construction Awards by Customer (Private Sector)
Construction Awards by Project Type

	Quarter 1-3 (9 months)				Full-Year		Quarter 1-3 (9 months)					Full-Year
	FY2010 Result	FY2011		FY2010 Result	FY2010 Result		FY2010		FY2011		YoY Change	FY2010 Result
		Result	YoY Change				Result	Proportion	Result	Proportion		
Manufacturing	109.3	B 166.9	52.6%	180.8	180.8	Flood Control	13.0	2.1%	10.1	1.4%	(22.0%)	26.0
Food Processing	14.5	7.9	(45.3%)	21.0	21.0	Railway	14.3	2.4%	19.1	2.7%	33.7%	28.8
Petrochemical	46.2	76.4	65.2%	62.7	62.7	Potable / Waste Water	18.6	3.1%	4.8	0.7%	(74.2%)	34.1
Steel	7.0	7.4	4.4%	9.8	9.8	Land Improvement	2.0	0.3%	3.7	0.5%	85.6%	3.5
Electronics	11.0	30.3	174.9%	43.7	43.7	Port / Airport	9.9	1.6%	3.1	0.4%	(68.2%)	12.0
Vehicle	11.6	11.7	1.2%	12.2	12.2	Road	33.1	5.4%	31.0	4.4%	(6.3%)	61.0
Machinery	4.0	7.9	96.2%	10.5	10.5	Others	52.2	8.6%	170.7	24.0%	226.8%	60.1
Others	14.6	24.9	70.1%	20.7	20.7	Total - Civil Engineering	143.3	23.5%	X 242.9	34.1%	69.4%	226.0
Non-Manufacturing	391.6	C 356.0	(9.1%)	570.7	570.7	Office (Public / Private)	147.9	24.2%	115.7	16.3%	(21.8%)	237.5
Commercial	23.0	19.0	(17.4%)	26.1	26.1	Lodging	4.8	0.8%	6.4	0.9%	32.4%	18.7
Finance	15.1	14.0	(7.3%)	23.0	23.0	Retail	14.2	2.3%	21.9	3.1%	54.1%	18.1
Real Estate	109.9	57.6	(47.6%)	153.6	153.6	Power Plant / Factory	94.4	15.5%	116.5	16.4%	23.5%	136.0
Transportation / Distribution	94.5	39.4	(58.3%)	120.8	120.8	(Manufacturing Plant)	85.7	14.1%	101.2	14.2%	18.0%	125.2
Power / Gas	33.5	33.8	0.8%	39.4	39.4	Warehouse / Distribution Centre	45.0	7.4%	16.6	2.3%	(63.1%)	52.2
Information Technology	14.7	15.6	5.5%	24.8	24.8	Residential	40.3	6.6%	50.1	7.0%	24.3%	50.0
Service	93.4	168.8	80.7%	174.0	174.0	Education / Research / Culture	41.4	6.8%	58.9	8.3%	42.0%	61.5
(Medical / Welfare)	43.3	27.4	(36.8%)	80.5	80.5	Medical / Welfare	44.3	7.3%	59.3	8.3%	33.8%	87.8
(Education)	23.4	62.0	164.8%	32.7	32.7	Others	34.0	5.6%	23.3	3.3%	(31.2%)	69.8
Others	7.0	7.5	6.2%	8.7	8.7	Total - Building Construction	466.7	76.5%	Y 469.1	65.9%	0.5%	731.9
Total	501.0	A 522.9	4.4%	751.6	751.6	Total	610.1	100.0%	Z 712.0	100.0%	16.7%	957.9