

## 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			
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					
FY2011	full-year	11,011 7.5	10,530 9.9	2,414 14.6	856 -35.0	1,557 97.3	8,028 6.8	2,282 26.2	5,746 0.7	87 -	480 -27.2					
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					
FY2012	3 months	2,036 19.5	1,888 22.2	393 110.6	174 112.8	219 108.8	1,509 15.1	390 -2.8	1,119 23.0	-14 -	147 -7.3					
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					
	Q4 (Jan - Mar)	3,485 -7.1	3,410 -2.0	554 -40.3	412 -33.7	142 -53.5	2,798 11.7	613 -14.2	2,185 22.0	56 29.0	75 -72.6					
FY2012	Q1 (Apr - Jun)	2,036 19.5	1,888 22.2	393 110.6	174 112.8	219 108.8	1,509 15.1	390 -2.8	1,119 23.0	-14 -	147 -7.3					

## 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			
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	-
FY2011	full-year	3,052	35.1	1,925	34.6	603	-41.6	1,322	232.7	1,039	19.0	347	66.1	691	4.2	87	-
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	-
FY2012	3 months	457	45.1	265	88.8	145	137.7	120	51.2	207	60.8	61	34.0	145	75.6	-14	-
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	-
	Q4 (Jan - Mar)	623	-24.6	275	-55.7	211	-61.0	64	-19.8	291	81.8	36	13.8	254	98.8	56	28.9
FY2012	Q1 (Apr - Jun)	457	45.1	265	88.8	145	137.7	120	51.2	207	60.8	61	34.0	145	75.6	-14	-

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



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		Building Construction															
		Domestic-Public		Central Govt.		Local Govt.		Domestic-Private		Manufacturing		Non-Manufacturing		Overseas			
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
FY2011	full-year	7,478	2.2	488	-27.7	253	-10.8	235	-40.0	6,988	5.2	1,934	21.0	5,054	0.2	0	95.2
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
FY2012	3 months	1,431	16.4	128	176.2	29	40.0	99	286.9	1,302	10.1	328	-7.6	973	17.7	0	53.4
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
	Q4 (Jan - Mar)	2,786	5.1	279	-8.8	200	153.9	78	-65.4	2,507	6.9	576	-15.5	1,930	16.1	0	-
FY2012	Q1 (Apr - Jun)	1,431	16.4	128	176.2	29	40.0	99	286.9	1,302	10.1	328	-7.6	973	17.7	0	53.4