

## 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			
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
FY2012 full-year		10,536	-4.3	9,960	-5.4	1,779	-26.3	1,083	26.5	695	-55.3	7,962	-0.8	1,718	-24.7	6,243	8.7	218	149.3	575	19.8
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
FY2011 6 months		5,070	23.8	4,790	24.0	1,526	119.7	264	-18.0	1,262	238.9	3,238	-0.3	1,027	29.4	2,210	-9.9	25	-	279	21.5
FY2012 6 months		3,906	-23.0	3,659	-23.6	661	-56.7	415	57.1	245	-80.6	3,016	-6.8	776	-24.5	2,240	1.4	-18	-	246	-11.6
FY2013 6 months		7,089	81.5	6,786	85.5	1,830	176.9	1,205	190.1	624	154.4	4,702	55.9	787	1.4	3,915	74.7	254	-	302	22.5
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
	Q2 (Jul - Sep)	1,869	-44.4	1,770	-45.4	267	-80.0	241	32.2	25	-97.8	1,507	-21.8	385	-38.4	1,121	-13.8	-3	-	99	-17.3
	Q3 (Oct - Dec)	2,732	11.3	2,599	11.6	402	21.0	325	80.6	76	-49.5	2,119	6.4	536	-16.3	1,582	17.2	76	-	132	5.5
	Q4 (Jan - Mar)	3,897	11.8	3,701	8.5	715	29.0	342	-16.9	373	161.2	2,825	1.0	405	-33.8	2,419	10.7	160	183.5	196	159.9
FY2013	Q1 (Apr - Jun)	2,277	11.8	2,109	11.7	504	28.2	415	138.7	88	-59.5	1,487	-1.5	253	-35.1	1,233	10.2	118	-	167	13.7
	Q2 (Jul - Sep)	4,811	157.3	4,676	164.1	1,325	395.7	790	227.3	535	-	3,215	113.4	533	38.4	2,681	139.2	135	-	134	35.8

## 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			
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	-
FY2012	full-year	2,413	-20.9	1,176	-38.9	876	45.2	300	-77.3	1,018	-2.0	175	-49.5	842	21.8	218	150.7
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	-
FY2011	6 months	1,756	103.8	1,364	215.7	225	26.2	1,138	349.8	367	-27.8	116	-16.7	251	-31.9	25	-
FY2012	6 months	948	-46.0	517	-62.1	382	69.3	135	-88.1	449	22.2	102	-12.0	347	38.0	-18	-
FY2013	6 months	1,772	86.9	815	57.6	753	96.9	62	-53.6	703	56.5	122	20.3	580	67.1	253	-
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	-
	Q2 (Jul - Sep)	490	-65.9	252	-79.4	237	44.0	15	-98.6	242	1.4	40	-42.4	201	19.6	-3	-
	Q3 (Oct - Dec)	384	-42.8	166	-41.8	240	44.8	-74	-	140	-63.0	31	-83.9	109	-41.0	76	-
	Q4 (Jan - Mar)	1,080	73.4	492	78.9	252	19.7	239	273.3	428	46.8	42	14.7	386	51.4	160	183.5
FY2013	Q1 (Apr - Jun)	802	75.4	216	-18.3	188	30.2	27	-76.9	467	125.9	50	-18.3	417	187.1	118	-
	Q2 (Jul - Sep)	970	97.6	599	137.2	564	137.5	34	132.3	235	-2.9	72	79.3	162	-19.3	135	-

## 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			
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
FY2012	full-year	7,547	0.9	602	23.3	207	-18.2	395	67.9	6,944	-0.6	1,543	-20.2	5,400	6.9	0	-84.2
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
FY2011	6 months	3,033	1.1	162	-38.0	38	-73.1	124	4.1	2,870	4.8	911	39.3	1,958	-6.0	0	658.7
FY2012	6 months	2,711	-10.6	143	-12.0	33	-14.3	110	-11.3	2,567	-10.6	674	-26.1	1,893	-3.3	0	-91.4
FY2013	6 months	5,013	84.9	1,014	607.6	452	-	561	409.3	3,999	55.8	664	-1.4	3,335	76.1	0	123.3
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
	Q2 (Jul - Sep)	1,279	-29.1	14	-87.3	3	-78.1	10	-88.9	1,264	-25.0	345	-37.9	919	-18.7	0	-93.3
	Q3 (Oct - Dec)	2,215	33.6	235	408.4	84	500.3	151	368.0	1,979	22.8	505	13.3	1,473	26.5	0	-55.4
	Q4 (Jan - Mar)	2,620	-5.9	223	-20.2	89	-55.4	133	69.8	2,397	-4.4	363	-36.9	2,033	5.3	0	681.6
FY2013	Q1 (Apr - Jun)	1,307	-8.7	288	124.1	226	676.9	61	-38.4	1,019	-21.8	203	-38.2	816	-16.2	0	128.3
	Q2 (Jul - Sep)	3,706	189.6	726	-	225	-	500	-	2,980	135.6	461	33.6	2,518	173.9	0	121.8