

# 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  |
| FY2013 full-year |                | 12,646       | 20.0  | 12,110             | 21.6            | 3,749 | 110.7         | 2,511 | 131.7       | 1,238 | 78.0             | 8,074 | 1.4           | 1,700 | -1.1              | 6,374                 | 2.1   | 286      | 31.1  | 536 | -6.8  |
| 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  |
|                  | Q3 (Oct - Dec) | 2,184        | -20.0 | 2,063              | -20.6           | 668   | 66.0          | 354   | 8.8         | 314   | 308.3            | 1,357 | -36.0         | 494   | -7.8              | 862                   | -45.5 | 38       | -50.6 | 120 | -8.8  |
|                  | Q4 (Jan - Mar) | 3,372        | -13.5 | 3,259              | -11.9           | 1,250 | 74.7          | 950   | 177.8       | 299   | -19.7            | 2,014 | -28.7         | 418   | 3.1               | 1,596                 | -34.0 | -5       | -     | 112 | -42.5 |



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CORPORATION

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 |
| FY2013 | full-year         | 3,692             | 53.0            | 2,121         | 80.3        | 1,890            | 115.7         | 231               | -23.0    | 1,284 | 26.1  | 210 | 19.9  | 1,073 | 27.4  | 286 | 31.1  |
| FY2010 | Q1<br>(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<br>(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<br>(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<br>(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<br>(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<br>(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<br>(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<br>(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<br>(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<br>(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<br>(Oct - Dec) | 384               | -42.8           | 166           | -41.8       | 240              | 44.8          | -74               | -        | 140   | -63.0 | 31  | -83.9 | 109   | -41.0 | 76  | -     |
|        | Q4<br>(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<br>(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<br>(Jul - Sep) | 970               | 97.6            | 599           | 137.2       | 564              | 137.5         | 34                | 132.3    | 235   | -2.9  | 72  | 79.3  | 162   | -19.3 | 135 | -     |
|        | Q3<br>(Oct - Dec) | 686               | 78.5            | 363           | 118.2       | 313              | 30.2          | 50                | -        | 284   | 102.1 | 42  | 36.4  | 241   | 121.0 | 38  | -50.6 |
|        | Q4<br>(Jan - Mar) | 1,233             | 14.1            | 942           | 91.3        | 823              | 225.7         | 118               | -50.5    | 296   | -30.6 | 44  | 6.7   | 252   | -34.7 | -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 |       |
| 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 |
| FY2013 | full-year         | 8,418                 | 11.5  | 1,627           | 170.1 | 621           | 199.3 | 1,006       | 154.8 | 6,790            | -2.2  | 1,490         | -3.5  | 5,300             | -1.9  | 0        | 54.1  |
| FY2010 | Q1<br>(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<br>(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<br>(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<br>(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<br>(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<br>(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<br>(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<br>(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<br>(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<br>(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<br>(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<br>(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<br>(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<br>(Jul - Sep) | 3,706                 | 189.6 | 726             | -     | 225           | -     | 500         | -     | 2,980            | 135.6 | 461           | 33.6  | 2,518             | 173.9 | 0        | 121.8 |
|        | Q3<br>(Oct - Dec) | 1,377                 | -37.8 | 304             | 29.2  | 40            | -51.8 | 263         | 74.7  | 1,073            | -45.8 | 452           | -10.5 | 620               | -57.9 | 0        | 80.9  |
|        | Q4<br>(Jan - Mar) | 2,026                 | -22.7 | 308             | 38.2  | 127           | 42.4  | 181         | 35.5  | 1,717            | -28.4 | 373           | 2.7   | 1,344             | -33.9 | 0        | -58.4 |