

## 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			
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
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
FY2012	9 months	6,638	-11.8	6,258	-12.1	1,063	-42.8	741	66.6	322	-77.2	5,136	-1.8	1,312	-21.3	3,823	7.4	58	87.4	379	-6.3
FY2013	9 months	9,274	39.7	8,850	41.4	2,498	134.9	1,560	110.5	938	191.2	6,059	18.0	1,282	-2.4	4,777	25.0	292	398.6	423	11.6
FY2014	9 months	7,404	-20.2	6,851	-22.6	2,412	-3.5	1,960	25.7	451	-51.9	4,411	-27.2	1,280	-0.2	3,131	-34.5	27	-90.5	552	30.6
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
FY2014	Q1 (Apr - Jun)	2,614	14.8	2,474	17.3	906	79.7	790	90.0	116	31.2	1,573	5.8	429	69.4	1,143	-7.3	-5	-	140	-16.5
	Q2 (Jul - Sep)	2,320	-51.8	2,096	-55.2	532	-59.8	493	-37.5	38	-92.8	1,546	-51.9	529	-0.8	1,016	-62.1	17	-87.2	224	66.8
	Q3 (Oct - Dec)	2,469	13.0	2,280	10.5	972	45.5	676	91.0	296	-5.8	1,291	-4.8	321	-35.1	970	12.5	16	-57.8	188	55.8

# 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			
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
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	-
FY2012	9 months	1,332	-45.1	684	-58.5	623	58.9	61	-95.1	589	-21.1	133	-57.1	456	4.5	58	90.4
FY2013	9 months	2,458	84.5	1,179	72.3	1,066	71.1	113	85.2	987	67.4	165	24.1	821	80.0	292	398.9
FY2014	9 months	2,582	5.0	1,665	41.2	1,595	49.6	70	-37.8	889	-10.0	201	21.5	687	-16.3	27	-90.5
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	-
	Q3 (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 (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	-
FY2014	Q1 (Apr - Jun)	1,073	33.7	810	274.2	779	312.8	31	12.1	267	-42.7	28	-43.0	239	-42.7	-5	-
	Q2 (Jul - Sep)	807	-16.8	401	-33.0	393	-30.3	7	-77.6	388	65.2	129	78.7	259	59.2	17	-87.2
	Q3 (Oct - Dec)	702	2.3	453	24.7	422	34.7	31	-37.7	232	-18.2	43	1.0	189	-21.6	16	-57.7

# 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			
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
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
FY2012	9 months	4,926	5.0	379	81.2	118	123.8	261	66.9	4,546	1.4	1,179	-13.1	3,367	7.8	0	-89.6
FY2013	9 months	6,391	29.8	1,319	247.8	493	318.3	825	215.9	5,072	11.6	1,116	-5.3	3,956	17.5	0	114.2
FY2014	9 months	4,269	-33.2	746	-43.4	365	-25.9	381	-53.8	3,522	-30.6	1,078	-3.4	2,443	-38.2	0	-82.3
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
	Q3 (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 (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
FY2014	Q1 (Apr - Jun)	1,401	7.2	96	-66.6	10	-95.3	85	39.9	1,305	28.1	400	97.4	904	10.8	0	-9.8
	Q2 (Jul - Sep)	1,289	-65.2	131	-81.9	100	-55.5	30	-93.8	1,157	-61.2	400	-13.3	757	-69.9	0	-99.6
	Q3 (Oct - Dec)	1,578	14.6	519	70.4	254	521.8	264	0.3	1,059	-1.3	277	-38.5	781	25.8	0	-