

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 | | | |
| 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 |
| FY2014 full-year | | 11,938 | -5.6 | 10,824 | -10.6 | 3,090 | -17.6 | 2,397 | -4.5 | 693 | -44.0 | 7,730 | -4.3 | 1,788 | 5.2 | 5,941 | -6.8 | 3 | -98.8 | 1,113 | 107.7 |
| 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 |
| FY2013 3 months | | 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 |
| FY2014 3 months | | 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 |
| FY2015 3 months | | 3,410 | 30.4 | 3,240 | 31.0 | 594 | -34.5 | 418 | -47.1 | 175 | 50.7 | 2,643 | 68.0 | 869 | 102.4 | 1,774 | 55.1 | 2 | - | 169 | 21.1 |
| 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 |
| | Q4 (Jan - Mar) | 4,533 | 34.4 | 3,972 | 21.9 | 678 | -45.8 | 436 | -54.1 | 241 | -19.3 | 3,318 | 64.7 | 508 | 21.5 | 2,810 | 76.1 | -24 | - | 560 | 397.7 |
| FY2015 | Q1 (Apr - Jun) | 3,410 | 30.4 | 3,240 | 31.0 | 594 | -34.5 | 418 | -47.1 | 175 | 50.7 | 2,643 | 68.0 | 869 | 102.4 | 1,774 | 55.1 | 2 | - | 169 | 21.1 |

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 | | | |
| 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 |
| FY2014 | full-year | 3,399 | -7.9 | 2,101 | -1.0 | 1,897 | 0.4 | 204 | -11.8 | 1,294 | 0.8 | 339 | 61.2 | 955 | -11.0 | 3 | -98.9 |
| 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 | - |
| FY2013 | 3 months | 802 | 75.4 | 216 | -18.3 | 188 | 30.2 | 27 | -76.9 | 467 | 125.9 | 50 | -18.3 | 417 | 187.1 | 118 | - |
| FY2014 | 3 months | 1,073 | 33.7 | 810 | 274.2 | 779 | 312.8 | 31 | 12.1 | 267 | -42.7 | 28 | -43.0 | 239 | -42.7 | -5 | - |
| FY2015 | 3 months | 707 | -34.1 | 448 | -44.7 | 404 | -48.2 | 43 | 40.8 | 256 | -4.4 | 57 | 99.9 | 198 | -16.9 | 2 | - |
| 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 |
| | Q4 (Jan - Mar) | 816 | -33.8 | 435 | -53.8 | 301 | -63.4 | 133 | 12.9 | 405 | 36.6 | 137 | 207.6 | 267 | 6.1 | -24 | - |
| FY2015 | Q1 (Apr - Jun) | 707 | -34.1 | 448 | -44.7 | 404 | -48.2 | 43 | 40.8 | 256 | -4.4 | 57 | 99.9 | 198 | -16.9 | 2 | - |

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 | | | |
| 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 |
| FY2014 | full-year | 7,425 | -11.8 | 989 | -39.2 | 500 | -19.4 | 489 | -51.4 | 6,435 | -5.2 | 1,449 | -2.7 | 4,986 | -5.9 | 0 | -83.9 |
| 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 |
| FY2013 | 3 months | 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 |
| FY2014 | 3 months | 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 |
| FY2015 | 3 months | 2,533 | 80.8 | 146 | 51.9 | 14 | 32.6 | 132 | 54.2 | 2,387 | 82.9 | 811 | 102.6 | 1,575 | 74.2 | 0 | -75.9 |
| 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 | - |
| | Q4 (Jan - Mar) | 3,156 | 55.8 | 242 | -21.3 | 134 | 5.7 | 108 | -40.4 | 2,913 | 69.6 | 370 | -0.8 | 2,542 | 89.2 | 0 | - |
| FY2015 | Q1 (Apr - Jun) | 2,533 | 80.8 | 146 | 51.9 | 14 | 32.6 | 132 | 54.2 | 2,387 | 82.9 | 811 | 102.6 | 1,575 | 74.2 | 0 | -75.9 |