

## 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			
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
FY2015	full-year	12,368	3.6	11,880	9.8	2,688	-13.0	1,965	-18.0	723	4.4	9,238	19.5	2,592	44.9	6,646	11.9	-47	-	488	-56.2
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
FY2015	9 months	9,170	23.8	8,786	28.2	1,927	-20.1	1,252	-36.1	674	49.5	6,886	56.1	2,332	82.2	4,554	45.4	-27	-	383	-30.6
FY2016	9 months	11,172	21.8	10,831	23.3	2,791	44.8	2,150	71.6	641	-5.0	8,298	20.5	1,338	-42.6	6,959	52.8	-258	-	340	-11.2
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
	Q2 (Jul - Sep)	2,558	10.3	2,430	16.0	608	14.2	335	-32.0	272	602.3	1,856	20.0	706	33.5	1,149	13.0	-33	-	127	-43.0
	Q3 (Oct - Dec)	3,200	29.6	3,114	36.6	725	-25.4	498	-26.3	226	-23.5	2,387	84.8	756	135.5	1,630	68.0	2	-85.9	86	-54.3
	Q4 (Jan - Mar)	3,198	-29.4	3,094	-22.1	761	12.2	712	63.2	48	-79.8	2,352	-29.1	259	-48.9	2,092	-25.6	-19	-	104	-81.4
FY2016	Q1 (Apr - Jun)	5,507	61.5	5,391	66.4	1,263	112.7	1,056	152.6	206	17.7	4,151	57.0	595	-31.5	3,555	100.4	-23	-	116	-31.5
	Q2 (Jul - Sep)	2,761	7.9	2,630	8.2	1,171	92.7	790	135.4	381	40.2	1,704	-8.2	327	-53.7	1,377	19.8	-245	-	130	1.8
	Q3 (Oct - Dec)	2,903	-9.3	2,809	-9.8	356	-50.9	303	-39.1	52	-76.9	2,443	2.4	416	-44.9	2,026	24.3	10	348.8	93	9.3

## 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	
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
FY2015	full-year	2,859	-15.9	1,789	-14.9	1,635	-13.8	153	-24.7	1,117	-13.7	129	-61.7	987	3.4	-47	-
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
FY2015	9 months	1,653	-36.0	1,055	-36.6	918	-42.4	137	94.9	625	-29.6	123	-38.7	502	-27.0	-27	-
FY2016	9 months	2,780	68.2	2,131	101.9	2,023	120.3	108	-21.1	907	45.1	161	30.6	746	48.7	-258	-
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	-
	Q2 (Jul - Sep)	377	-53.2	222	-44.6	210	-46.5	11	49.3	188	-51.5	45	-65.1	143	-44.7	-33	-
	Q3 (Oct - Dec)	568	-19.0	385	-15.0	303	-28.0	81	160.0	180	-22.2	20	-51.7	159	-15.5	2	-86.2
	Q4 (Jan - Mar)	1,206	47.8	733	68.4	716	137.5	16	-87.5	492	21.4	6	-95.3	485	81.5	-19	-
FY2016	Q1 (Apr - Jun)	1,307	84.8	1,056	135.8	1,035	156.1	21	-51.2	273	6.9	42	-26.5	231	16.6	-23	-
	Q2 (Jul - Sep)	973	157.9	812	265.7	738	250.6	74	536.8	406	115.7	83	85.6	322	125.1	-245	-
	Q3 (Oct - Dec)	499	-12.1	262	-31.9	250	-17.7	12	-85.0	227	25.8	35	68.7	192	20.1	10	356.8

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



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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			
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
FY2015	full-year	9,020	21.5	899	-9.1	329	-34.1	569	16.5	8,121	26.2	2,462	69.9	5,658	13.5	0	142.1
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
FY2015	9 months	7,133	67.1	871	16.7	334	-8.6	537	41.1	6,261	77.8	2,209	104.8	4,052	65.8	0	115.7
FY2016	9 months	8,050	12.9	659	-24.3	126	-62.1	533	-0.9	7,390	18.0	1,177	-46.7	6,213	53.3	0	-
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
	Q2 (Jul - Sep)	2,053	59.3	385	193.7	125	24.6	260	742.2	1,667	44.0	661	65.4	1,005	32.7	0	-
	Q3 (Oct - Dec)	2,546	61.3	339	-34.5	194	-23.5	145	-45.2	2,206	108.3	735	164.7	1,470	88.3	0	-
	Q4 (Jan - Mar)	1,887	-40.2	27	-88.6	-4	-	32	-70.3	1,860	-36.2	253	-31.6	1,606	-36.8	0	-
FY2016	Q1 (Apr - Jun)	4,084	61.2	206	41.6	21	51.9	185	40.5	3,877	62.4	553	-31.9	3,323	111.0	0	-
	Q2 (Jul - Sep)	1,656	-19.3	359	-6.9	51	-58.6	307	17.9	1,297	-22.2	243	-63.2	1,054	4.8	0	-
	Q3 (Oct - Dec)	2,309	-9.3	93	-72.4	53	-72.5	40	-72.4	2,215	0.4	381	-48.2	1,834	24.7	0	-