

## 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			
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
FY2016	full-year	13,499	9.1	13,045	9.8	3,746	39.3	2,663	35.5	1,082	49.6	9,556	3.4	1,685	-35.0	7,870	18.4	-257	-	453	-7.0
FY2017	full-year	12,000	-11.1	11,485	-12.0	2,547	-32.0	1,857	-30.3	690	-36.3	8,920	-6.7	1,995	18.4	6,924	-12.0	17	-	515	13.5
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
FY2017	9 months	8,127	-27.3	7,756	-28.4	1,543	-44.7	969	-54.9	574	-10.5	6,192	-25.4	1,532	14.4	4,660	-33.0	20	-	371	9.0
FY2018	9 months	7,643	-6.0	7,098	-8.5	1,271	-17.6	1,074	10.9	196	-65.7	5,829	-5.9	1,797	17.3	4,031	-13.5	-2	-	544	46.8
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
	Q4 (Jan - Mar)	2,327	-27.2	2,214	-28.4	954	25.4	513	-28.0	441	805.0	1,258	-46.5	347	33.6	911	-56.4	1	-	113	8.5
FY2017	Q1 (Apr - Jun)	2,601	-52.8	2,485	-53.9	686	-45.7	366	-65.3	319	54.6	1,785	-57.0	438	-26.3	1,347	-62.1	13	-	116	0.1
	Q2 (Jul - Sep)	2,910	5.4	2,771	5.3	273	-76.6	244	-69.0	29	-92.3	2,495	46.5	549	67.9	1,946	41.4	1	-	139	7.0
	Q3 (Oct - Dec)	2,615	-9.9	2,500	-11.0	583	63.8	358	18.0	224	329.5	1,911	-21.8	544	30.7	1,366	-32.6	5	-42.0	115	22.7
	Q4 (Jan - Mar)	3,873	66.4	3,729	68.4	1,004	5.2	888	73.1	116	-73.7	2,727	116.7	463	33.5	2,264	148.5	-2	-	143	27.1
FY2018	Q1 (Apr - Jun)	2,101	-19.2	1,894	-23.8	456	-33.5	410	12.0	45	-85.7	1,438	-19.5	452	3.1	985	-26.8	0	-99.5	206	77.4
	Q2 (Jul - Sep)	2,690	-7.6	2,589	-6.6	429	57.0	325	32.9	104	258.1	2,160	-13.5	805	46.6	1,355	-30.4	0	-	100	-27.6
	Q3 (Oct - Dec)	2,851	9.0	2,614	4.6	385	-33.9	339	-5.3	46	-79.4	2,230	16.7	539	-0.8	1,690	23.7	-1	-	237	105.8

## Historical Trends of Quarterly Contract Awards (Non-Consolidated Basis) Civil Engineering



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		Civil Engineering															
				Domestic-Public		Central Govt.		Local Govt.		Domestic-Private		Manufacturing		Non-Manufacturing		Overseas	
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	-
FY2016	full-year	3,643	27.4	2,735	52.9	2,354	44.0	381	148.0	1,164	4.2	182	40.3	982	-0.5	-257	-
FY2017	full-year	3,032	-16.8	1,711	-37.4	1,397	-40.7	314	-17.4	1,302	11.8	163	-10.2	1,138	15.9	17	-
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	-
FY2017	9 months	2,060	-25.9	1,176	-44.8	889	-56.0	286	165.1	863	-4.9	112	-30.3	751	0.6	20	-
FY2018	9 months	1,833	-11.0	962	-18.2	923	3.8	38	-86.7	873	1.2	142	26.4	731	-2.6	-2	-
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
	Q4 (Jan - Mar)	862	-28.5	603	-17.7	330	-53.9	273	-	256	-47.8	21	225.7	235	-51.4	1	-
FY2017	Q1 (Apr - Jun)	776	-40.6	518	-50.9	358	-65.4	160	649.1	245	-10.6	59	42.1	185	-20.2	13	-
	Q2 (Jul - Sep)	655	-32.7	251	-69.1	225	-69.4	25	-66.0	402	-0.9	19	-76.9	383	18.8	1	-
	Q3 (Oct - Dec)	628	25.7	406	55.0	305	22.1	101	724.7	215	-5.1	32	-6.5	182	-4.8	5	-42.0
	Q4 (Jan - Mar)	971	12.7	535	-11.3	507	53.5	28	-89.7	438	70.8	51	144.0	387	64.3	-2	-
FY2018	Q1 (Apr - Jun)	538	-30.7	389	-24.8	370	3.5	19	-88.1	148	-39.6	32	-45.4	115	-37.7	0	-99.5
	Q2 (Jul - Sep)	718	9.7	322	28.4	316	40.0	6	-75.5	396	-1.5	89	364.4	306	-20.0	0	-
	Q3 (Oct - Dec)	577	-8.1	249	-38.6	236	-22.5	12	-87.2	328	52.4	19	-41.4	309	69.4	-1	-

## 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	
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
FY2016	full-year	9,402	4.2	1,010	12.3	309	-6.2	701	23.0	8,392	3.3	1,503	-38.9	6,888	21.7	0	-
FY2017	full-year	8,453	-10.1	835	-17.3	460	48.9	375	-46.5	7,617	-9.2	1,831	21.8	5,785	-16.0	0	-
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	-
FY2017	9 months	5,696	-29.2	367	-44.4	79	-37.1	287	-46.1	5,329	-27.9	1,419	20.6	3,909	-37.1	0	-
FY2018	9 months	5,264	-7.6	309	-15.7	151	89.5	158	-44.8	4,955	-7.0	1,655	16.6	3,299	-15.6	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	-
	Q4 (Jan - Mar)	1,352	-28.4	350	-	182	-	168	424.3	1,001	-46.2	326	28.7	675	-58.0	0	-
FY2017	Q1 (Apr - Jun)	1,708	-58.2	167	-18.9	8	-61.7	159	-14.0	1,540	-60.3	378	-31.5	1,162	-65.0	0	-
	Q2 (Jul - Sep)	2,115	27.7	22	-93.7	18	-64.0	3	-98.7	2,093	61.3	529	117.7	1,563	48.3	0	-
	Q3 (Oct - Dec)	1,872	-19.0	176	88.4	52	-1.4	123	208.6	1,695	-23.5	511	34.1	1,184	-35.5	0	-
	Q4 (Jan - Mar)	2,757	103.9	468	33.7	380	108.6	87	-47.7	2,288	128.5	411	26.3	1,876	177.9	0	-
FY2018	Q1 (Apr - Jun)	1,356	-20.6	66	-60.5	39	384.4	26	-83.3	1,290	-16.3	419	10.8	870	-25.1	0	-
	Q2 (Jul - Sep)	1,870	-11.6	107	376.6	8	-52.8	98	-	1,763	-15.8	715	35.0	1,048	-33.0	0	-
	Q3 (Oct - Dec)	2,037	8.8	136	-23.0	102	94.0	33	-73.1	1,901	12.2	520	1.8	1,381	16.6	0	-