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# **B**USINESS **O**VER VIEW

FY 2012 Financial Results Briefing

May 13<sup>th</sup>, 2013



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## 1. FY2013 Target for Orders Received

**Consolidated Target for Orders Received: 650 billion yen**

### Major Areas of Focus

Mid East/Africa	Southeast Asia	North America	Russia/CIS
Oil refining, petrochemicals, crude oil processing, gas processing, etc.	LNG, oil refining, chemicals, etc.	Projects related to shale gas	LNG and others

## 2. FY2013 Market Environment

### Major Trends

- Against a backdrop of ballooning energy demand and consistently high prices for crude oil, NOCs and IOCs continue to make major investments in new facilities.
- Project offers from upstream to downstream topped FY2012 levels
- Several FEED and EPC bids for LNG projects (North America, Southeast Asia and others)
- Looking towards new demand in EPC markets in North America and Russia

### 3. FY2013 Business Policy (1)

#### A year of “challenge,” to expand our markets

##### 1 Challenge 1: Enter the North American EPC Market

- Practical plans for LNG, Gas Chemicals, and GTL projects
- Cooperation with North American contractors

##### 2 Challenge 2: Full Entry into Russian LNG Market

- With receipt of the Yamal LNG PJ as a gateway, we hope to secure more orders for LNG projects in the Far East
- Challenges of working in Arctic region
- Increase our modular construction capabilities (Sharing experience with other projects)



### 3. FY2013 Business Policy (2)

#### A year of “challenge,” to expand our markets

##### 3 Challenge 3: Adopt new EPC Markets Beyond North America and Russia

- Actively engaging business in Iraq and CIS countries

##### 4 Challenge 4: Increase Focus on Important Domestic Markets

- Maintain the FY2012 level of domestic project orders
- Focus on LNG receiving terminals, oil refineries and upgrading, pharmaceutical manufacture and others
- Through new subsidiary JGC Plant Innovation, offer a full range of services from construction to inspection and maintenance



### 3. FY2013 Business Policy (3)

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#### Increase our Prestige in the LNG Sector

- Aim to become a leading contractor for floating LNG
- FEED in progress for Malaysia FLNG2 PJ, Indonesia Abadi LNG PJ, with focus on receiving EPC contracts

#### Independence for Overseas EPC Subsidiaries

- Increase sales, create profit streams
- Promote unique services, improve quality

### 4. Status of Projects in Algeria

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- We have been in talks with clients about project resumption. Construction will resume after security at construction sites has been sufficiently tightened
- As of April 1<sup>st</sup>, we increased the level of authority and broadened the jurisdiction of the Security Management Office

## 5. Summary of Investment Business (1)

**Total Value of FY2012 Investments :  
approx.12 billion yen**

### Major Projects

- Mega Solar Photovoltaic Power Generation(Japan)
- Acquisition of Shale Gas Interest (Canada)
- Participation in Planning of Business Park in Chongqing, Attraction of Businesses, Arrangement of Land (China)

## 5. Summary of Investment Business (2)

### Major Investment Projects to Date

Field	Project/Region	Status
Power & Water	IWPP <sup>*1</sup> / U.A.E	In Operation
	IWSPP <sup>*2</sup> / Saudi Arabia	In Operation
Resource Development	Crude Oil/Natural Gas Production/USA	In Production
	Shale Oil Production & Development/USA	In Development
	Natural Gas Production & Development/USA	In Production
Environment	Japan-China Energy & Environment Fund/China	Ongoing
New Energy	Solar Thermal Power Generation/Spain	In Operation
	Low-Rank Coal Upgrading (JCF)/Indonesia	Sales Activities
Water	Water & Sewer Utility/Australia	In Operation
	Seawater Desalination/China	In Operation

## 5. Summary of Investment Business (3)

### Major Areas of Focus for FY2013

- **Infrastructure / Urban Planning**
  - Taking on new projects related to power generation, urban development planning, airport development planning, medical service planning
- **Resource Development**
  - Continuing with current projects
  - Finding new and effective marketing strategies
- **New Energy Business**
  - Taking on new solar photovoltaic and solar thermal power generation projects in Japan and overseas



## Note on Future Outlook

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