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Reference of Settlement of Accounts Second Quarter for Fiscal 2013

November 12, 2013

【Contents】

1. Operating Results for Interim Period

- 1-1. Comparisons with corresponding period last year
- 1-2. Comparisons with previous forecasts
- 1-3. Net sales by business sector
- 1-4. Main projects contributing to net sales (Total Engineering Business and Other Business)

2. Business Segment Information

3. Financial Position as of September 30, 2013

4. New Contracts and Outstanding Contracts (Total Engineering Business and Other Business)

- 4-1. New contracts by business sector
- 4-2. Major contracts awarded
- 4-3. Actual result and forecasts of new contracts
- 4-4. Outstanding contracts by business sector
- 4-5. Major outstanding contracts

※ All amounts are rounded down to the nearest million yen.

1. Operating Results for Interim Period

1-1. Comparisons with corresponding period last year

< Consolidated >

(Unit: Billions of Yen)

	Sept. 2012	Sept. 2013	Difference	Mar. 2013	Mar. 2014 (Full Year Forecast)	Mar. 2014 (Second Half Forecast)
Net Sales	287.0	314.2	27.1	624.6	690.0	375.8
Gross Profit	41.8	40.9	-0.9	84.4	90.0	49.1
Percentage of Gross Profit on Sales	14.6%	13.0%	-1.6%	13.5%	13.0%	13.1%
Selling, General and Administrative Expenses	9.7	9.9	0.2	20.3	20.5	10.6
Operating Income	32.1	30.9	-1.1	64.1	69.5	38.6
Ordinary Income	30.8	38.5	7.7	72.4	74.0	35.5
Net Income	23.0	24.8	1.7	46.1	47.0	22.2
Year-end Exchange Rate [US Dollar/Yen]	¥77.60	¥97.75		¥94.05	¥95.00	

1-2. Comparisons with previous forecasts

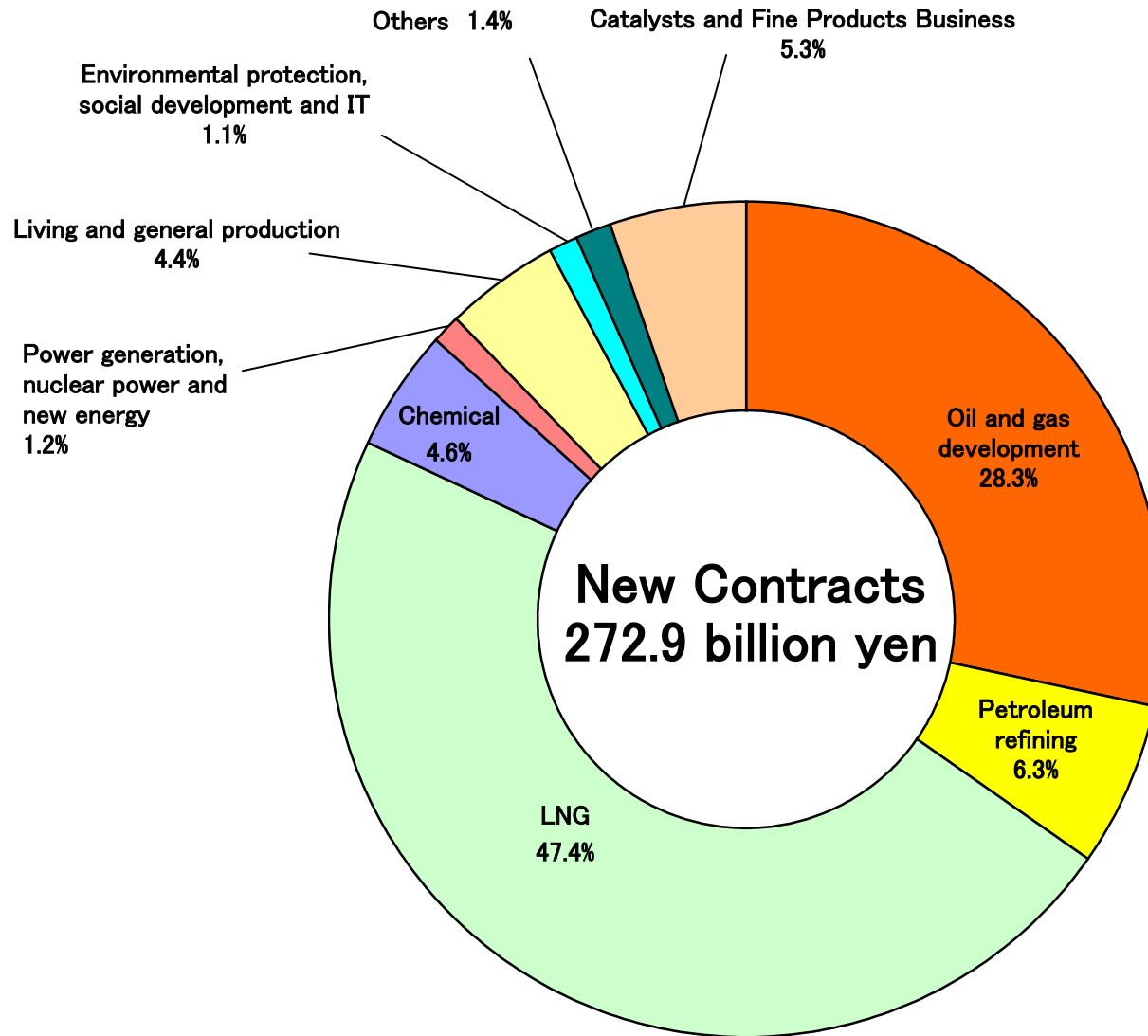
(Unit: Billions of Yen)

	Consolidated		
	Second Quarter Forecast (May 2013)	Actual result (Sept. 2013)	Difference
Net Sales	330.0	314.2	-15.7
Gross Profit	44.0	40.9	-3.0
Percentage of Gross Profit on Sales	13.3%	13.0%	-0.3%
Selling, General and Administrative Expenses	10.0	9.9	-0.1
Operating Income	34.0	30.9	-3.0
Ordinary Income	36.5	38.5	2.0
Net Income	23.0	24.8	1.8
Year-end Exchange Rate [US Dollar/Yen]	¥95.00	¥97.75	

1-3. Net sales by business sector

(Unit: Billions of Yen)

		Sept. 2012		Sept. 2013		Mar. 2012		Mar. 2013	
		Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Total Engineering Business	Oil and gas development	104.5	36.4%	88.9	28.3%	219.5	39.4%	232.5	37.2%
	Petroleum refining	22.5	7.9%	19.9	6.3%	42.1	7.6%	48.0	7.7%
	LNG	86.2	30.0%	148.8	47.4%	103.2	18.6%	185.6	29.7%
	Chemical	14.8	5.2%	14.4	4.6%	51.4	9.2%	32.7	5.2%
	Power generation, nuclear power and new energy	8.7	3.0%	3.8	1.2%	24.8	4.5%	19.5	3.1%
	Living and general production	22.4	7.8%	13.8	4.4%	43.0	7.7%	43.0	6.9%
	Environmental protection, social development and IT	6.3	2.2%	3.4	1.1%	21.5	3.9%	15.5	2.5%
	Others	2.4	0.9%	4.3	1.4%	8.9	1.6%	9.1	1.5%
Subtotal		268.1	93.4%	297.7	94.7%	514.9	92.5%	586.1	93.8%
(incl. Total Engineering Business)		264.6	—	292.5	—	506.1	—	576.6	—
(incl. Other Business)		3.5	—	5.1	—	8.7	—	9.5	—
Catalysts & Fine Products Business		18.9	6.6%	16.5	5.3%	42.0	7.5%	38.5	6.2%
Total		287.0	100%	314.2	100%	556.9	100%	624.6	100%



Sept. 2013
New contracts by business sector

1-4. Main projects contributing net sales
(Total Engineering Business and Other Business)

Net Sales	¥ 297.7billion
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Japan ¥ 31.9billion	¥ 1 billion or more	6 projects	<u>Petroleum refining (1 job)</u> <u>LNG (1 job)</u> <u>Power generation, nuclear power and new energy (1 job)</u> <u>Living and general production (3 jobs)</u>
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Overseas ¥ 265.7billion	¥ 10 billion or more	8 projects	<u>Oil and gas development (3 jobs)</u> <ul style="list-style-type: none"> • Barzan Onshore Proj. (Qatar) • IGD Habshan 5 Proj. (UAE) • Bir Seba Proj. (Algeria) <u>LNG (5 jobs)</u> <ul style="list-style-type: none"> • Donggi-Senoro LNG Proj. (Indonesia) • Petronas LNG Train 9 Proj.(Malaysia) • PNG LNG Proj. (Papua New Guinea) <p style="text-align: right;">and Other</p>
	¥ 3 billion or more	6 projects	<u>Oil and gas development (2 jobs)</u> <ul style="list-style-type: none"> • Gassi Touil Gas processing Proj. (Algeria) <p style="text-align: right;">and Other</p> <u>Petroleum refining (2 jobs)</u> <u>Chemical (1 job)</u> <u>Living and general production (1 job)</u>

2. Business Segment Information

(Unit: Billions of Yen)

	Sept. 2012		Sept. 2013		Mar. 2013		Mar. 2014 (Full Year Forecast)		Mar. 2014 (Second Half Forecast)	
	Net Sales	Segment Income	Net Sales	Segment Income	Net Sales	Segment Income	Net Income	Segment Income	Net Sales	Segment Income
Total Engineering Business	264.6	29.6	292.5	28.8	576.6	58.8	640.0	64.0	347.5	35.2
Catalysts & Fine Products Business	18.9	2.1	16.5	1.5	38.5	4.2	40.0	4.5	23.5	3.0
Subtotal	283.5	31.7	309.0	30.4	615.1	63.1	680.0	68.5	371.0	38.1
Others	3.5	0.3	5.1	0.5	9.5	0.9	10.0	1.0	4.9	0.5
Total	287.0	32.1	314.2	30.9	624.6	64.1	690.0	69.5	375.8	38.6

3. Financial Position as of September 30, 2013

< Consolidated >

(Unit: Billions of Yen)

	Mar. 2012	Mar. 2013	Sept. 2013	Difference
Current Assets	376.1 (71%)	460.2 (73%)	509.3 (75%)	49.1
Fixed Assets	149.9 (29%)	168.5 (27%)	173.5 (25%)	5.0
Total Assets	526.1 (100%)	628.7 (100%)	682.9 (100%)	54.2
Current Liabilities	205.7 (39%)	262.4 (42%)	295.3 (43%)	32.9
Fixed Liabilities	29.3 (6%)	30.2 (5%)	31.6 (5%)	1.3
Total Net Assets	291.0 (55%)	336.0 (53%)	356.0 (52%)	19.9
Total Liabilities and Net Assets	526.1 (100%)	628.7 (100%)	682.9 (100%)	54.2

4. New Contracts and Outstanding Contracts (Total Engineering Business and Other Business)

4-1. New contracts by business sector

(Unit: Billions of Yen)

	Sept. 2012		Sept. 2013		Mar. 2012		Mar. 2013	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Oil and gas development	2.8	2.2%	3.4	1.3%	53.9	6.8%	7.3	1.2%
Petroleum refining	11.1	8.3%	34.6	12.7%	62.6	7.9%	214.3	36.1%
LNG	35.7	26.7%	87.7	32.2%	570.9	72.0%	249.8	42.1%
Chemical	37.6	28.1%	115.7	42.4%	33.8	4.3%	46.5	7.8%
Power generation, nuclear power and new energy	32.8	24.6%	10.8	4.0%	21.4	2.7%	43.0	7.3%
Living and general production	5.1	3.8%	3.1	1.1%	21.4	2.7%	7.3	1.2%
Environmental protection, social development and IT	3.8	2.9%	10.4	3.8%	19.6	2.5%	17.2	2.9%
Other	4.5	3.4%	6.9	2.5%	9.2	1.1%	8.2	1.4%
Total	133.7	100%	272.9	100.0%	793.2	100%	594.0	100%
(incl. Total Engineering Business)	128.4	—	266.2	—	784.6	—	584.4	—
(incl. Other Business)	5.2	—	6.6	—	8.6	—	9.6	—



Sept. 2013
New contracts by business sector

4-2. Major contracts awarded

New contracts	¥ 272.9billion
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Japan ¥ 51.7 billion	¥ 1 billion or more	9 projects	<u>Petroleum refining (1 job)</u> <u>LNG (1 job)</u> <u>Chemical (1 job)</u> <u>Power generation, nuclear power and new energy (3 jobs)</u> <u>Living and general production (1 job)</u> <u>Environmental protection, social development and IT (2 jobs)</u>
			Overseas ¥ 221.2billion
	¥ 10 billion or more	4 projects	<u>Petroleum refining (1 job)</u> <u>LNG (2 jobs)</u> <u>Chemical (1 job)</u>
	¥ 1 billion or more	4 projects	<u>Oil and gas development (1 job)</u> <ul style="list-style-type: none"> • Barzan Onshore Proj. (Qatar) <u>LNG (3 jobs)</u>

4-3. Actual result and forecasts of new contracts

< Consolidated >

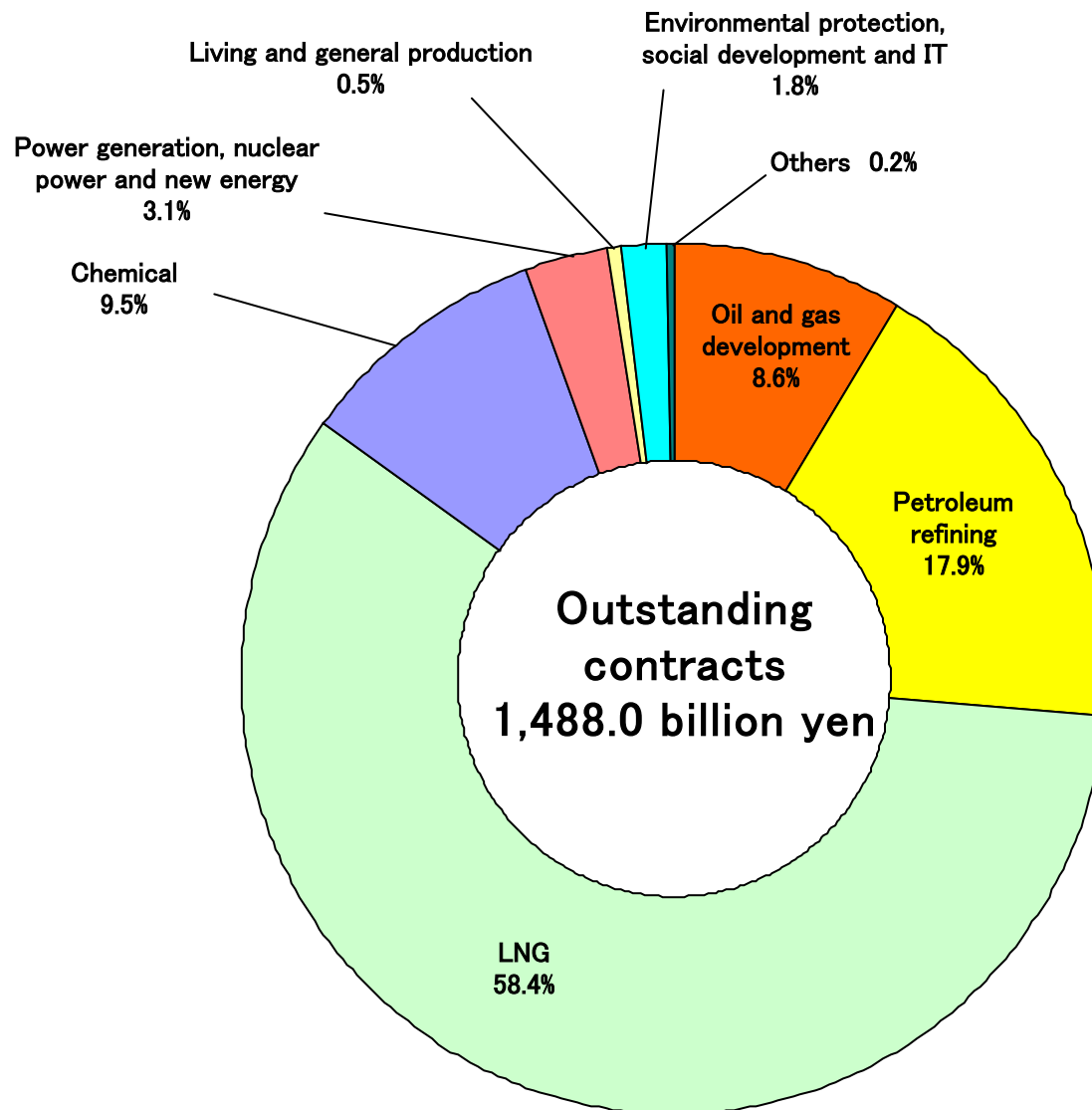
(Unit: Billions of Yen)

	Sept. 2012 (Actual Result)	Sept. 2013 (Actual Result)	Mar. 2013 (Actual Result)	Mar. 2014 (Full Year Forecast)	Mar. 2014 (Second Half Forecast)
Japan	67.2	51.7	111.2	100.0	48.3
Overseas	66.4	221.2	482.8	550.0	328.8
Total	133.7	272.9	594.0	650.0	377.1

4-4. Outstanding contracts by business sector

(Unit: Billions of Yen)

	Sept. 2012		Sept. 2013		Mar. 2012		Mar. 2013	
	Amount	Ratio	Amount	Ratio	Amount	Ratio	Amount	Ratio
Oil and gas development	311.3	24.9%	128.4	8.6%	432.1	28.7%	214.0	14.1%
Petroleum refining	72.3	5.8%	266.4	17.9%	84.6	5.6%	251.7	16.6%
LNG	725.9	58.1%	868.3	58.4%	877.5	58.3%	929.4	61.4%
Chemical	46.1	3.7%	141.4	9.5%	23.2	1.5%	40.1	2.7%
Power generation, nuclear power and new energy	39.6	3.1%	46.0	3.1%	15.5	1.0%	39.0	2.6%
Living and general production	34.7	2.8%	7.1	0.5%	53.3	3.6%	17.9	1.2%
Environmental protection, social development and IT	15.1	1.2%	26.3	1.8%	17.5	1.2%	19.3	1.3%
Others	4.6	0.4%	3.6	0.2%	2.0	0.1%	1.0	0.1%
Total	1,250.0	100%	1,488.0	100%	1,506.1	100%	1,512.7	100%
(incl. Total Engineering Business)	1,246.4	—	1,484.7	—	1,504.5	—	1,511.0	—
(incl. Other Business)	3.6	—	3.2	—	1.6	—	1.6	—



Sept. 2013
Outstanding contracts by business sector

4-5. Major outstanding contracts

Outstanding contracts	¥ 1,488.0 billion
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Japan ¥ 124.3billion	¥ 10 billion or more	2 projects	<u>LNG (1 job)</u> <u>Power generation, nuclear power and new energy (1 job)</u>	Overseas ¥ 1,363.6billion	¥ 50 billion or more	6 projects	<u>Oil and gas development (1 job)</u> <ul style="list-style-type: none"> • Barzan Onshore Proj. (Qatar) <u>Petroleum refining (2 jobs)</u> <ul style="list-style-type: none"> • Jazan Refinery Proj. (Saudi Arabia) <u>LNG (3 jobs)</u> <ul style="list-style-type: none"> • Petronas LNG Train 9 Proj.(Malaysia) • Donggi-Senoro LNG Proj.(Indonesia) and Other
	¥ 1 billion or more	13 projects	<u>Petroleum refining (2 jobs)</u> <u>LNG (1 job)</u> <u>Chemical (1 job)</u> <u>Power generation, nuclear power and new energy (4 jobs)</u> <u>Living and general production (1 job)</u> <u>Environmental protection, social development and IT (4 jobs)</u>		¥ 10 billion or more	7 projects	<u>Oil and gas development (2 jobs)</u> <ul style="list-style-type: none"> • Bir Seba Proj. (Algeria) • Gassi Touil Gas processing Proj. (Algeria) <u>Petroleum refining (1 job)</u> <u>LNG (3 jobs)</u> <ul style="list-style-type: none"> • PNG LNG Proj. (Papua New Guinea) and Other <u>Chemical (1 job)</u>