Business Overview

Fiscal 2014 Financial Results Briefing
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President and Representative Director

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1. Target for Orders Received

**Challenging Ourselves to Achieve Sustainable Growth**

Consolidated Target for Orders Received: 750 billion yen

- Overseas: 640 billion yen
- Domestic: 110 billion yen

2. FY2015 Market Perception

- Suspension and postponement of capital investment by oil majors and oil-producing countries
- Factors that cause market changes on the demand and supply sides
  - Trends in economies of China and emerging countries, European debt issue, OPEC’s production reduction timing, U.S. shale oil and gas trends, pending outcome of sanctions against Russia, Middle East geopolitical issues

Every effort will be made to achieve targets while closely following market changes
3. FY2015 Projects of Focus and Plans for Orders

- Continue to focus on receiving orders for mega-LNG projects
- Focus on ensuring order receipts for non-LNG projects and laying groundwork for next fiscal year and beyond
- Focus on domestic projects that are expected to materialize

Current Projects of Focus

- Middle East/Africa
  - LNG
  - Gas processing
  - Crude oil processing
- Southeast Asia
  - LNG-related
  - Petrochemical
- Domestic
  - Mega solar
  - Pharmaceuticals
  - Petroleum refining

4. Medium- and Long- Term Market Environment

- Absolute amount of crude oil demand increases with GDP growth
- Excess supply eliminated in medium- to long-term; robust capital investment expected

(Source: IEA MEDIUM-TERM OIL MARKET REPORT 2015)
5. Status of Major Projects

- Ichthys Project, Australia
  Construction by modular construction method at peak stage

- Floating LNG Project, Malaysia
  Both design and procurement work entering final stage

- Train 9 LNG Project, Malaysia
  Construction work making steady progress

Continuation of steady management of other projects

Tackling further technological challenges
Achieved steady execution of project

Ichthys Project
Australia

Floating LNG Project
Malaysia
6. Status of Investment Business

- Examine and review profitability of existing investments
- New investment focused on infrastructure, new energy, IWPP, and other fields that draw on EPC’s insight

Investment Record since FY2005

<table>
<thead>
<tr>
<th>Investment and Loan Balance</th>
<th>Number</th>
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<tbody>
<tr>
<td>About 73 billion yen</td>
<td>Over 20 cases</td>
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7. New Market Creation through Technological Development

- Aims to commercialize power generated from low-rank coal
- Development of oil sand upgrading technology jointly with JOGMEC
Note on Future Outlook

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