# Business Overview

2nd Quarter Financial Results for Fiscal 2018

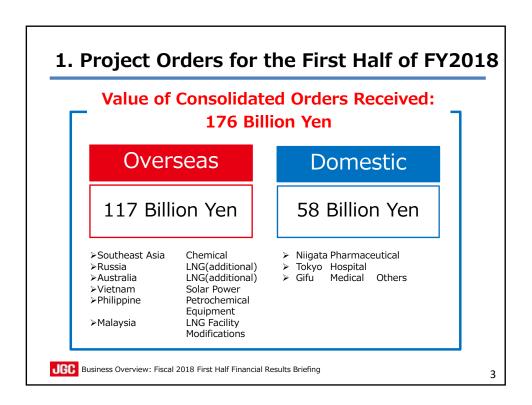
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#### 2. Scenario to Attain the Target for Orders **Orders Received** First Half 176 billion yen LNG Canada About 850 billion yen 630 billion yen Until Recent Others: 50 billion yen **Future** +150 billion yen (Remainder) **Order Target** 1 trillion yen Strong prospect of reaching order target of 1 trillion yen Business Overview: Fiscal 2018 First Half Financial Results Briefing 4

#### 3. Formal Order for LNG Canada

## **Controlled Management of Risk**

- >Implementation of risk profiling and its reflection in estimates
- ➤ Point: construction work Use of ultra-large scale modules to minimize site construction work
- ➤ Assignment of those with experience of the Ichthys and Yamal projects
- ➤ Focus on LNG Canada; exercise selectivity for other projects



<Conceptional Drawing>

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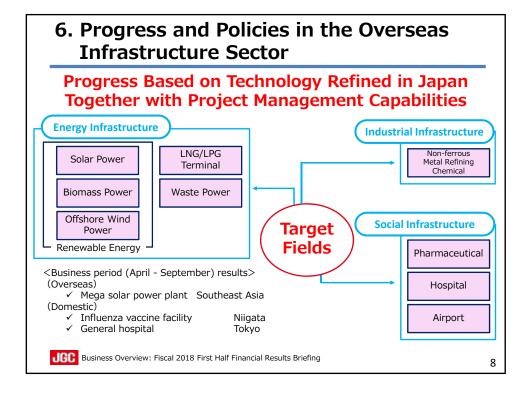
4. Future Target Projects (FY 2018-2019) **Abundance of Projects Exists, Seeking Projects with Adequate Margins** North Middle East **Domestic America** LNG Chemical, Pharmaceutical **LNG** Medical, Solar Power Gas Processing Biomass Power Chemical Oil Refining Offshore Wind Powe Southeast **Africa** Asia Oil Refining, Chemical LNG LNG Receiving Terminal Thermal Power Airport Business Overview: Fiscal 2018 First Half Financial Results Briefing 6

## 5. Execution Status of Main Projects

#### **Controlled Project Management to Achieve Forecasts**

Yamal LNG	(Russia)	2nd Train completed
Ichthys LNG	(Australia)	Completed
FLNG	(Mozambique)	Hull construction start
FLNG	(Malaysia)	All module installation completed
Oil Refining	(Kuwait)	Final stage of construction
Oil Refining	(Saudi Arabia)	Final stage of construction
Boosting Compression	(Algeria)	Peak construction period
Oil & Gas Processing	(Algeria)	Start of construction/ civil work
Gas Processing	(Bahrain)	Completed
Mega Solar	(Okayama)	Peak construction period

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## 7. Overview of Functional Materials **Manufacturing Business**

## **Expect Sales and Earnings Growth**

- ➤ Record earnings in FY2017, FY2018 steady
- >Market expansion through environmental performance

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	Business Overview	
Catalysts Area (JGC Catalysts and Chemicals)	<ul> <li>✓ Recovery of domestic share</li> <li>✓ Fluid catalytic cracking (FCC) catalysts sales growth</li> <li>✓ Expanded orders for environmental protection catalysts</li> </ul>	
Fine Chemicals Area (JGC Catalysts and Chemicals)	✓ Cosmetics materials, functional coating materials etc. remain steady	
Fine Ceramics Area (JAPAN FINE CERAMICS)	✓ Strong orders for organic EL lithography components, good expectations for silicon nitride substrates for EV	

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### **Note on Future Outlook**

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