

# Business Overview

Fiscal 2016 Financial Results Briefing  
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## 1. Current Market Environment

### Revitalization Signs Appearing in the Plant Market

- Signs of Recovery in Oil Prices
- Recovery of Facility Investment by National Oil Companies in Oil-Producing Countries
- Increased Projects and Larger Project Scale
- Plant Market Centering in Non-LNG Projects (Oil refining, Gas processing, Petrochemical)

### Plant Market Bottoming in Fiscal 2015 but Expanding from Fiscal 2016

※For medium- and small-scale LNG projects, there are moves by clients.  
For mega-LNG projects, continued careful monitoring of Client FID status



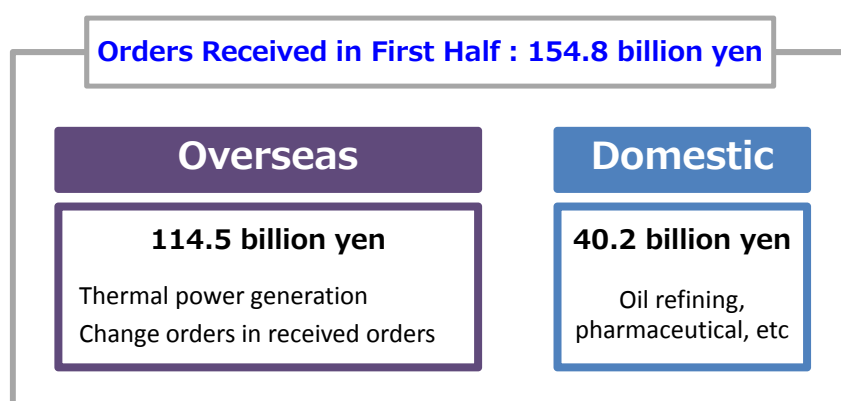
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## 2. Project Orders for the First Half of FY2016

**Full-year target : 600 billion yen**

**Orders Received in First Half : 154.8 billion yen**



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### 3. Present Status of Order Receiving

	Amounts of Received Orders	Breakdown
Orders received in the first half year	154.8 billion	As shown on the foregoing sheet
Orders received thus far in second half year	More than 40 billion	Bahrain Gas Processing Canada LNG (FEED) Domestic: Biomass power generation, etc.
<b>Present status of order receiving</b>	<b>Approx. 200 billion</b>	
Contracts under negotiation / clients' *FID decision awaited <small>*FID: Final Investment Decision</small>	Approx. 300 billion	Algeria Gas processing Domestic Chemical Mozambique FLNG Indonesia Gas processing Indonesia LNG terminal
<b>Total</b>	<b>Approx. 500 billion</b>	

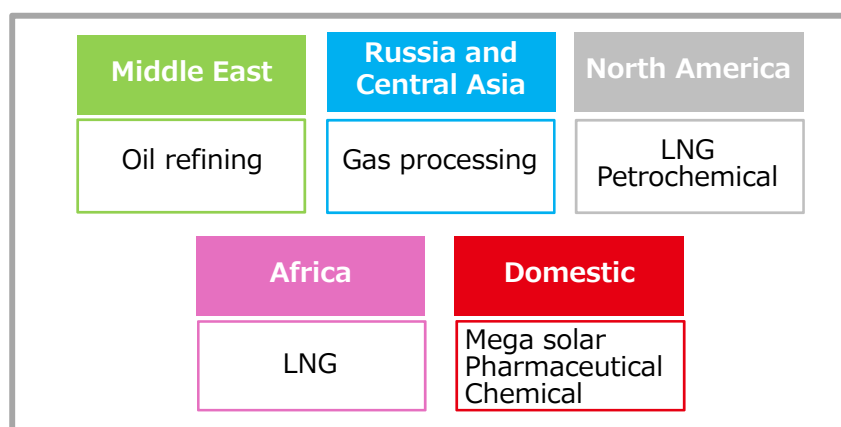
**Received Orders Expected to Top 500 billion soon**



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### 4. Target Projects for the Second Half of FY2016



**All-out efforts to achieve the target of 600 billion in orders received**



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## 5. Progress of the new medium-term business plan

### Implementation of Extensive Organizational Changes, Steady Execution of Policies

(Move to Two Principal Divisions - Oil & Gas, Infrastructure)

#### ➤ Expansion into the Infrastructure Business Domain

##### —Full-fledged Entry into the Power Generation Field—

- ①Philippines      Order for a thermal power plant
- ②Japan              Biomass Power Generation business, together with Orders for EPC work

#### ➤ Demonstrate Superior Technology

##### —Development of New Businesses—

- ①Big Data Solutions business
  - AirLize LNG
  - O&M for Oil Refining
- ②Exploitation of BOG (Boil off Gas)
  - Use of evaporated gas from LNG tanks as energy source



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## 6. Environmental Protection Businesses

### Focus on CO2 Management

#### CO2 Separation · Development of Recovery Technology

##### Development of processes for CO2 separation

A new process for the efficient separation of CO2 from natural gas jointly developed with NGK INSULATORS, LTD.

##### HiPACT

Increased promotion of the sale of CO2 Capture and Storage technology jointly developed with BASF SE.

#### Existing CCS Projects

- ✓ Algeria              In Salah
- ✓ Tomakomai        CCS Demonstration Facility

#### Renewable Energy

- ✓ Domestic          Photovoltaic power plants (2)  
Biomass power generation business
- ✓ Spain                Photovoltaic power business



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## Note on Future Outlook

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