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

2. Project Orders for the First Half of FY2016

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

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

- **Overseas** 114.5 billion yen
  - Thermal power generation
  - Change orders in received orders
- **Domestic** 40.2 billion yen
  - Oil refining, pharmaceutical, etc
### 3. Present Status of Order Receiving

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

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

- **Middle East**
  - Oil refining
- **Russia and Central Asia**
  - Gas processing
- **North America**
  - LNG Petrochemical
- **Africa**
  - Mega solar Pharmaceutical Chemical
- **Domestic**
  - LNG

All-out efforts to achieve the target of 600 billion in orders received
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
    ① Philippines: Order for a thermal power plant
    ② Japan: Biomass Power Generation business, together with Orders for EPC work

- Demonstrate Superior Technology
  - Development of New Businesses
    ① Big Data Solutions business
      - Airlize LNG
      - O&M for Oil Refining
    ② Exploitation of BOG (Boil off Gas)
      - Use of evaporated gas from LNG tanks as energy source

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.

Existing CCS Projects

- Algeria: In Salah
- Tomakomai: CCS Demonstration Facility

Renewable Energy

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

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

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