

Business Overview

Fiscal 2016 Financial Results Briefing

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Chairman and Representative Director

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1. Project Orders for FY2016

Value of Consolidated Orders Received:

506 Billion Yen

Excluding LNG Projects

Overseas

311 Billion Yen

- Philippines Thermal Power Plant
- Algeria Gas Booster Others

Domestic

194 Billion Yen

- Hokkaido Bio-Mass Power Plant
- Ehime Chemical Plant
- Iwate Mega-Solar
- Okayama Mega-Solar



2. Outlook for the Plant Market

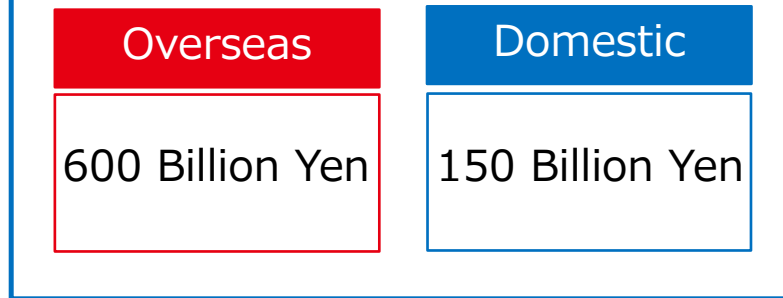
For producing countries, Full Scale Recovery in Oil and Gas Related Facilities

	Oil and Gas Supply/Demand	Plant Market
Overall	<p>Stabilization of Crude Oil Prices</p> <ul style="list-style-type: none"> ➢ Continued Growth in Demand from Newly Emerging Countries ➢ OPEC Agreement to Limit Production 	<p>Centered Around NOC</p> <ul style="list-style-type: none"> ➢ Many cases, especially Oil Refining, Gas Processing, Petrochemicals, LNG Terminals ➢ Plans for Projects in South-east Asia, the Middle East, North Africa, Central Asia
LNG	<p>Supply/Demand Balance still in the Future</p> <ul style="list-style-type: none"> ➢ Supply/Demand Situation is Unclear ➢ Supply/Demand Balance Expected in 2022 ~ 2023 	<p>FID for Mega-LNG Projects After 2018</p> <ul style="list-style-type: none"> ➢ Some improvement in Small/Medium Scale development including FLNG



3. Target for FY2017 Orders

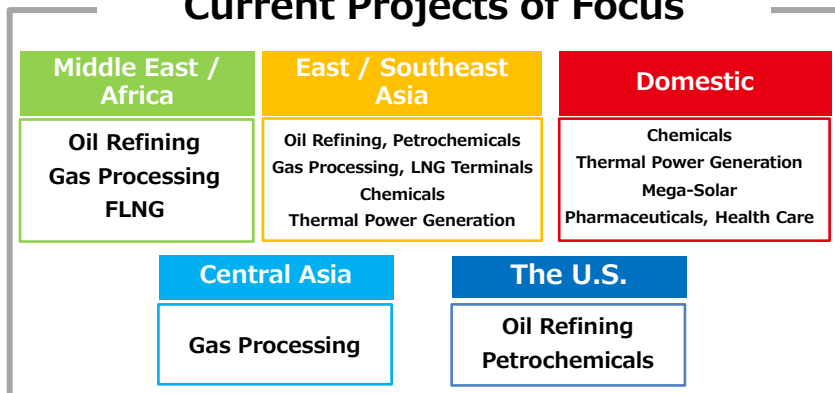
**Target Value of Consolidated Orders – 750 Billion Yen
(Excluding Mega-LNG)**



4. Policy for Orders and Target Projects

- Plans exist for Oil Refining, Gas Processing, Petrochemicals, LNG Terminals and other non-Mega LNG developments in various regions.
- Continued effort in the field of Infrastructure (Power Generation)

Current Projects of Focus



5. Present Status of Projects

FY2017 Major Projects

➤ Revenue in the Range of 50 ~ 100 Billion Yen

- ✓ Australia – Ichthys LNG
- ✓ Russia – Yamal LNG
- ✓ Kuwait – Oil Refining

➤ Revenue in the Range of 20 ~ 50 Billion Yen

- ✓ Bahrain – Gas Processing
- ✓ Algeria – Gas Treatment, and Gas Boosting Facility
- ✓ Saudi Arabia – Oil Refining
- ✓ America – Petrochemical

➤ Revenue in the Range of 10 ~ 20 Billion Yen

- ✓ Malaysia – FLNG



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6. Progress of the Medium-Term Business Plan

Outcomes From the First Year of the Plan (FY2016)

Oil
&
Gas

- Build Up of Offshore Capabilities
 - ~Top runner in the field of FLNG~
 - ✓ Bidding for FLNG Project in Africa, Contract for FLNG completion work in Australia
- Expansion of Market Areas
 - ✓ Entry into Sub-Saharan Africa market
 - ✓ Carrying out strong sales activities in Russia, Central Asia

Infrastr
ucture

- Successful entry in the field of power generation EPC
 - ✓ Successive success in gaining Power Generation plant contracts both overseas and domestically
- Expansion of Health Care to Overseas markets
 - ✓ Partnership with a strong American engineering company, establishment a base in Ho Chi Min city in Vietnam



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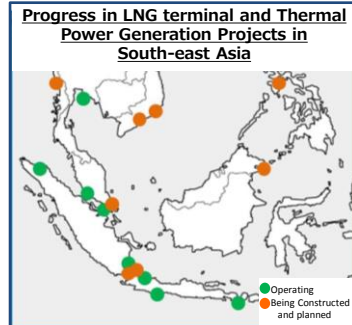
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7. Topic – Demand Growth of Power Generation in South-East Asia

Progress in Plans for Gas-Fired Power Generation

LNG Receiving Terminals and Gas-Fired Power Plants Envisaged

- Rapid increase in the demand for electric power brought about by population growth improvements in living standards
- Moves to reduce the cost of electric power by moving from small-scale diesel power generation to gas-fired plants
- Distribution networks to serve isolated islands presently without power
- Contributing to the lowering of environmental impacts through the use of LNG for power generation



Note on Future Outlook

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