

This presentation is English-language translation of the original Japanese-language document for your convenience.  
In the case that there is any discrepancy between the Japanese and English versions, the Japanese version is assumed to be correct.

# Outline of 2<sup>nd</sup> Quarter Financial Results for Fiscal Year 2017

April 1, 2017 – September 30, 2017



November 9, 2017

Associate Executive Officer, General Manager,  
Finance & Accounting Department  
Takehiko Hirose



## Contents

1. Income and Comprehensive Income (Consolidated)
2. Segment Information
3. Balance Sheets (Consolidated)
4. Cash Flows (Consolidated)
5. Outline of Contracts

## 1. Income and Comprehensive Income(Consolidated)



(Unit : Billions of Yen)

|   | FY2016<br>2Q | FY2017<br>2Q | Difference | Forecast |
|---|--------------|--------------|------------|----------|
|   |              |              |            | FY 2017  |
| Net sales                                   | 318.3        | <b>344.8</b> | +26.4      | 680.0    |
| Gross profit                                | △ 2.6        | <b>24.7</b>  | +27.4      | 48.0     |
| Profit ratio                                | -            | <b>7.2%</b>  | -          | 7.1%     |
| Operating income                            | △ 14.1       | <b>13.5</b>  | +27.7      | 26.0     |
| Ordinary income                             | △ 14.8       | <b>17.9</b>  | +32.8      | 30.0     |
| Profit attributable to owners of the parent | △ 20.9       | <b>12.4</b>  | +33.3      | 21.0     |
| Profit                                      | △ 20.7       | <b>12.5</b>  | +33.3      |          |
| Other comprehensive income                  | △ 2.6        | <b>2.8</b>   | +5.4       |          |
| Comprehensive income                        | △ 23.4       | <b>15.3</b>  | +38.7      |          |

P3

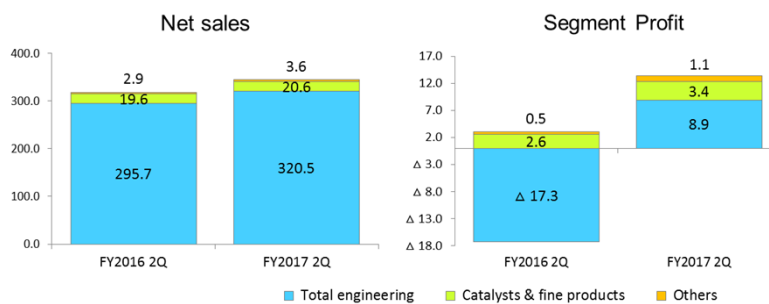
## 2. Segment Information (Consolidated)



By business segment

(Unit : Billions of Yen)

|                           | Net sales    |              | Segment profit |             |
|---------------------------|--------------|--------------|----------------|-------------|
|                           | FY2016 2Q    | FY2017 2Q    | FY2016 2Q      | FY2017 2Q   |
| Total engineering         | 295.7        | 320.5        | △ 17.3         | 8.9         |
| Catalysts & fine products | 19.6         | 20.6         | 2.6            | 3.4         |
| Others                    | 2.9          | 3.6          | 0.5            | 1.1         |
| <b>Total</b>              | <b>318.3</b> | <b>344.8</b> | <b>△ 14.1</b>  | <b>13.5</b> |



P4

### 3. Balance Sheets (Consolidated)

(Unit : Billions of Yen)

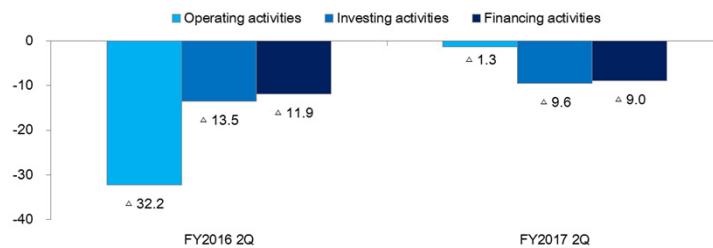
|   | FY2016       | FY2017<br>2Q | Difference   |    |  |
|---|--------------|--------------|--------------|----|--|
| Current assets                                | 480.8        | <b>472.2</b> | *1<br>△ 8.6  | *1 | Cash & equivalents △18.9                             |
| Non-current assets                            | 165.4        | <b>168.8</b> | +3.4         |    | Accounts receivable △5.2                             |
| <b>Total assets</b>                           | <b>646.2</b> | <b>641.1</b> | △ 5.1        |    | Accounts receivable-<br>other +6.7                   |
| Current liabilities                           | 226.4        | <b>214.5</b> | *2<br>△ 11.9 | *2 | Advances received +8.0                               |
| Non-current liabilities                       | 36.5         | <b>35.7</b>  | △ 0.8        |    | Provision for loss on<br>construction contracts △8.8 |
| <b>Total liabilities</b>                      | <b>263.0</b> | <b>250.2</b> | △ 12.7       |    | Accounts payable △6.9                                |
| Total net assets                              | 383.2        | <b>390.8</b> | *3<br>+7.5   | *3 | Profit attributable to<br>owners of the parent +12.4 |
| <b>Total liabilities<br/>&amp; net assets</b> | <b>646.2</b> | <b>641.1</b> | △ 5.1        |    | Dividends △7.5                                       |
|   |              |              |              |    | Accumulated other<br>comprehensive income +2.8       |

P5

### 4. Cash Flows (Consolidated)

(Unit : Billions of Yen)

|  | FY2016 2Q | FY2017 2Q     |
|--|-----------|---------------|
| Operating activities                     | △ 32.2    | <b>△ 1.3</b>  |
| Investing activities                     | △ 13.5    | <b>△ 9.6</b>  |
| Financing activities                     | △ 11.9    | <b>△ 9.0</b>  |
| Effect of exchange rate changes          | △ 4.0     | <b>1.0</b>    |
| Net increase                             | △ 61.8    | <b>△ 18.9</b> |
| Cash & cash equivalents at end of period | 186.1     | <b>166.6</b>  |



P6

## 5. Outline of Contracts

### 1) New Contracts(Consolidated)

(Unit : Billions of Yen)

|          | FY2017<br>2Q | FY2017<br>Forecast |
|----------|--------------|--------------------|
| Overseas | 283.4        | 600.0              |
| Domestic | 67.9         | 150.0              |
| Total    | 351.4        | 750.0              |

P7

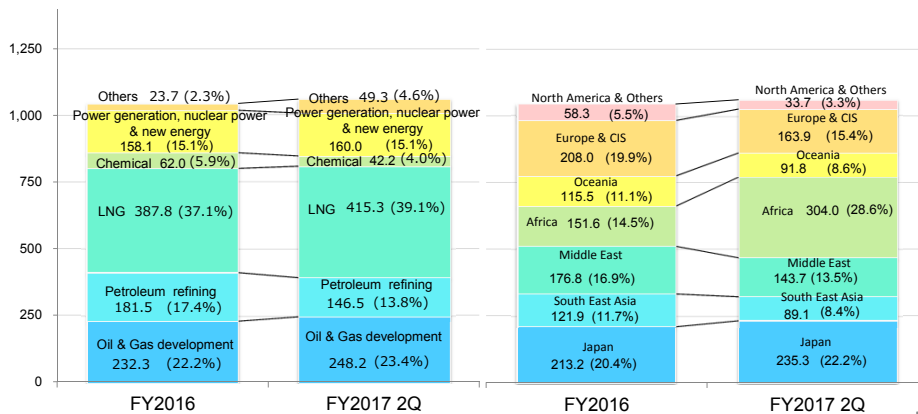
### 2) Outstanding Contracts (Consolidated)

| FY2016  | FY2017 2Q | Difference |
|---------|-----------|------------|
| 1,045.6 | 1,061.8   | +16.1      |

(Unit : Billions of Yen)

#### By Business Area

#### By Region



P8

# Appendix

## Reference (Net Sales & New Contracts by Region)

(Unit : Billions of Yen)

| 【Net sales】     |                        | FY2016 2Q    |          | FY2017 2Q    |          |
|-----------------|------------------------|--------------|----------|--------------|----------|
|                 |                        |              |          |              |          |
|                 | Japan                  | 45.6         | (14.3%)  | <b>60.0</b>  | (17.4%)  |
|                 | South East Asia        | 49.0         | (15.4%)  | <b>36.0</b>  | (10.5%)  |
|                 | Oceania                | 66.9         | (21.0%)  | <b>79.3</b>  | (23.0%)  |
|                 | Africa                 | 1.8          | (0.6%)   | <b>26.7</b>  | (7.8%)   |
|                 | Middle East            | 62.5         | (19.6%)  | <b>55.7</b>  | (16.2%)  |
|                 | Europe & CIS           | 78.6         | (24.7%)  | <b>55.9</b>  | (16.2%)  |
|                 | North America & Others | 13.6         | (4.4%)   | <b>30.9</b>  | (8.9%)   |
|                 | <b>Total</b>           | <b>318.3</b> | (100.0%) | <b>344.8</b> | (100.0%) |
| 【New Contracts】 |                        | FY2016 2Q    |          | FY2017 2Q    |          |
|                 |                        |              |          |              |          |
|                 | Japan                  | 40.2         | (26.0%)  | <b>67.9</b>  | (19.3%)  |
|                 | South East Asia        | 35.5         | (23.0%)  | <b>6.7</b>   | (1.9%)   |
|                 | Oceania                | 3.0          | (2.0%)   | <b>56.1</b>  | (16.0%)  |
|                 | Africa                 | 1.8          | (1.2%)   | <b>178.2</b> | (50.7%)  |
|                 | Middle East            | 11.5         | (7.5%)   | <b>20.5</b>  | (5.8%)   |
|                 | Europe & CIS           | 59.7         | (38.6%)  | <b>18.4</b>  | (5.2%)   |
|                 | North America & Others | 2.7          | (1.7%)   | <b>3.2</b>   | (1.1%)   |
|                 | <b>Total</b>           | <b>154.8</b> | (100.0%) | <b>351.4</b> | (100.0%) |

## **Cautionary Statement**

This presentation may contain forward-looking statements that reflect JGC's plans and expectations.

Such statements are based on currently available information and current assumptions of future events which may not prove to be accurate. Such statements are also subject to various risks and uncertainties that could cause actual results to differ materially from those forward-looking statements.

JGC Corporation undertakes no obligation to update any forward-looking statements after the date of this presentation. These potential risks and uncertainties include, but are not limited to:

- changes in general economic conditions, including foreign currency exchange rates, interest rates and other factors that could affect our profitability
- changes in government regulations or tax laws in jurisdictions where we conduct business

For questions concerning this material please contact:

JGC Corporation  
PR and IR Department  
Tel: 81-45-682-1111 Fax: 81-45-682-1112  
E-mail: [ir@jgc.com](mailto:ir@jgc.com)