Market Environment and Future Direction
Fiscal 2017 Financial Results Briefing
May 10, 2018

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Representative Director, Chairman and CEO

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1. Awareness of Market Environment

Full-scale recovery in the plant market

- Progress in large LNG projects
  - Awarded LNG Canada contract
  - Other large LNG projects are also promising

- Solid capital investment in Southeast Asia
  - Background: population growth, higher living standards, environmental initiatives
  - Petroleum refinery, chemicals, LNG receiving terminals, and more
  - Renewable energy generation, using the feed-in tariff system

2. Future Direction

Setting a new standard in orders received
3. Shareholder Return Policy

Dividends from a comprehensive view, applying basic management policies and accounting for our business

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>Profit attributable to owners of the parent</th>
<th>Shareholder dividends (payout ratio basis)</th>
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<tbody>
<tr>
<td>Fiscal 2016</td>
<td>-22.0 billion yen</td>
<td>30 yen (0 yen)</td>
</tr>
<tr>
<td>Fiscal 2017</td>
<td>16.5 billion yen</td>
<td>25 yen (20 yen)</td>
</tr>
<tr>
<td>Fiscal 2018</td>
<td>10.0 billion yen (estimate)</td>
<td>12 yen (planned)</td>
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Note on Future Outlook

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