Business Overview
Fiscal 2015 Financial Results Briefing
May 12, 2016

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President and Representative Director

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1. Target for Orders Received

**Aiming to Reach “Beyond the Horizon” Targets**

Target Consolidated Value of Orders

- : 600 billion yen
- (Does not include Mega-LNG projects)

<table>
<thead>
<tr>
<th>Overseas</th>
<th>Domestic</th>
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<tbody>
<tr>
<td>490 billion yen</td>
<td>110 billion yen</td>
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2. Analysis of the Market

**Revitalization of the Plant Market**

- **Crude Oil Market**
  - Moves by OPEC to freeze production levels
  - Slowdown of US shale development
  - *Easing of over-production ⇒ Recovery of oil prices*

- **LNG Market**
  - Early 2020’s to see a tightening of supply and demand
  - From 2017 to 2018 there will be increased investment in facilities
  - *Some projects may get underway in FY2016*
3. FY2016 Policy for Obtaining Orders and Principal Target Projects

- Accumulate attractive non-LNG project orders
- Carefully monitor the progress of mega-LNG projects and rapidly respond to any developments
- Focus on domestic projects that are expected to materialize

**Current Projects of Focus**

<table>
<thead>
<tr>
<th>Europe/Central Asia</th>
<th>Middle East/Africa</th>
<th>America</th>
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</thead>
<tbody>
<tr>
<td>Gas Processing</td>
<td>F-LNG</td>
<td>Mega-LNG</td>
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<tr>
<td>Petrochemical</td>
<td>Gas Processing</td>
<td>Petrochemical</td>
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<tr>
<td>Nuclear Power</td>
<td>Petroleum Refining</td>
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<tr>
<th>Southeast Asia</th>
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<tbody>
<tr>
<td>LNG Terminal</td>
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<tr>
<td>Petroleum Refining</td>
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<tr>
<td>Gas Processing</td>
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<td>Power Plant</td>
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<table>
<thead>
<tr>
<th>Domestic</th>
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<tbody>
<tr>
<td>Mega-Solar</td>
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<tr>
<td>Pharmaceuticals</td>
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<tr>
<td>Hospitals</td>
</tr>
<tr>
<td>Petroleum Refining</td>
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<tr>
<td>Petrochemical</td>
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<tr>
<td>Nuclear Power</td>
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</tbody>
</table>

4. Status of Major Projects

**Full Effort to Attain Forecast Business Results**

- Progressing positively overall
  - Gross profit percentages are stable
- Full effort to maintain and improve profitability for new and peak projects

Largest projects for this fiscal year

- Ichthys LNG Project
- Yamal LNG Project
- KNPC Clean Fuels Project
5. Policy for Investment Business and Principal Target Projects

Focus on Power generation, Energy, Infrastructure fields

・Renewable Energy Business
  Expansion of Photovoltaic Power Generation, Integrated Solar Combined Cycle (ISCC) power generation, Wind Power Generation (including offshore), Biomass Power Generation

・Energy Chain business
  Development/Supply of Natural Gas and Coal to respond to the needs of different areas

・Transportation Infrastructure Business
  Continued focus on obtaining the operating rights for the Myanmar Hanthawaddy Airport

Note on Future Outlook

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