# Financial Results for First Quarter FY2019 (for the year ending March 31, 2020)



August 7, 2019

**IHI** Corporation

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1. Consolidated Results for First Quarter FY2019



# 1. Consolidated Results for First Quarter FY2019 Summary of Financial Results



Note: Average exchange rates for FY2019.1Q US\$ 1.00= ¥110.44

	FY2018.1Q	FY2019.1Q	Change
Orders received	241.6	220.0	▲ 21.6
Net sales	337.1	281.1	▲ 55.9
Operating profit	12.7	0.9	▲ 11.7
Ordinary profit	16.7	▲ 0.6	<b>▲ 17.4</b>
Profit before income taxes	16.7	▲ 0.6	<b>▲ 17.4</b>
Profit attributable to owners of parent	6.1	▲ 2.7	▲ 8.9

# 1. Consolidated Results for First Quarter FY2019 Financial Results by Segment



Orders received & Order backlog

	Orders received				Order backlo	og
	FY2018.1Q	FY2019.1Q	Change	FY2018	FY2019.1Q	Change
Resources, Energy and Environment	55.5	47.2	▲ 8.3	523.1	513.9	▲ 9.1
Social Infrastructure and Offshore Facility	26.5	34.0	7.5	191.6	195.9	4.3
Industrial System and General- Purpose Machinery	115.3	116.0	0.7	180.3	213.4	33.0
Aero Engine, Space and Defense	38.6	13.5	▲ 25.1	562.6	470.2	▲ 92.4
Total Reportable Segment	236.0	210.8	▲ 25.1	1,457.8	1,393.6	▲ 64.1
Others	16.1	19.5	3.4	20.4	19.8	▲ 0.6
Adjustment	▲ 10.4	▲ 10.3	0.0	-	-	-
Total	241.6	220.0	▲ 21.6	1,478.2	1,413.4	▲ 64.8
Oversees and are received						
Overseas orders received / order backlog	90.3	66.6	▲ 23.7	579.8	497.3	<b>▲ 82.5</b>
% of Overseas orders received / order backlog	37%	30%	<b>▲ 7</b> %	39%	35%	▲ 4%

# 1. Consolidated Results for First Quarter FY2019 Financial Results by Segment



■ Net sales & Operating profit

	Net sales			Oţ	perating pro	fit
	FY2018.1Q	FY2019.1Q	Change	FY2018.1Q	FY2019.1Q	Change
Resources, Energy and Environment	84.3	64.8	▲ 19.5	▲ 0.1	▲ 5.7	▲ 5.5
Social Infrastructure and Offshore Facility	28.5	32.8	4.2	0.7	2.5	1.7
Industrial System and General- Purpose Machinery	104.8	86.7	▲ 18.0	4.0	0.2	▲ 3.7
Aero Engine, Space and Defense	117.5	90.2	▲ 27.2	9.0	5.4	▲ 3.6
Total Reportable Segment	335.2	274.7	▲ 60.5	13.7	2.4	▲ 11.2
Others	13.5	15.3	1.8	▲ 0.3	0.1	0.5
Adjustment	▲ 11.6	▲ 8.9	2.7	▲ 0.6	▲ 1.7	▲ 1.0
Total	337.1	281.1	▲ 55.9	12.7	0.9	▲ 11.7

Overseas sales	178.3	142.2	▲ 36.0
% of overseas sales	53%	51%	<b>▲ 2</b> %

# 1. Consolidated Results for First Quarter FY2019 Financial Results by Segment



Analysis of change in operating profit from the previous period

(In billion yen)

	Change in net sales	Change in construction profitability	Change in foreign exchange rate	Change in SG&A	Total
Resources, Energy and Environment	▲ 0.9	<b>▲</b> 6.2		1.6	▲ 5.5
Social Infrastructure and Offshore Facility	0.7	1.3		▲ 0.3	1.7
Industrial System and General-Purpose Machinery	<b>▲ 4.1</b>	▲ 0.7		1.1	▲ 3.7
Aero Engine, Space and Defense	▲ 2.0	▲ 2.4	0.5	0.3	▲ 3.6
Total Reportable Segment	<b>▲</b> 6.3	▲ 8.0	0.5	2.7	▲ 11.2
Others		0.6		▲ 0.1	0.5
Adjustment		▲ 0.3		▲ 0.8	▲ 1.0
Total	<b>▲</b> 6.3	▲ 7.7	0.5	1.8	▲ 11.7

There are cases that the aggregated amount of each segment or factor doesn't match to the total due to rounding off.

# Consolidated Results for First Quarter FY2019 Non-operating Income / Expenses



(In billion yen)

	FY2018.1Q	FY2019.1Q	Change
Net interest expenses (incl. dividend income)	0.0	▲ 0.2	▲ 0.2
Share of profit/loss(▲) of entities accounted for using equity method	3.8	▲ 0.6	▲ 4.5
Foreign exchange gains / losses (▲)	1.6	▲ 1.1	▲ 2.7
Others	▲ 1.4	0.4	1.9
Non-operating Income / Expenses (▲)	3.9	▲ 1.6	▲ 5.6

Change of the rate(US\$) FY2018.1Q +4.30yen (beginning 106.24yen→end 110.54yen) FY2019.1Q ▲3.20yen (beginning 110.99yen→end 107.79yen)

# 1. Consolidated Results for First Quarter FY2019Balance Sheets



	As of March 31, 2019	As of June 30, 2019	Change
Total assets	1,664.5	1,645.2	▲ 19.2
(Trade receivables)	(377.6)	(335.0)	(▲ 42.6)
(Inventories)	(441.9)	(485.3)	(43.3)
(Investment securities)	(117.9)	(113.7)	(▲ 4.2)
Total liabilities	1,282.8	1,276.1	<b>▲</b> 6.6
(Trade payables)	(290.0)	(278.8)	(▲ 11.1)
(Advance received)	(157.5)	(160.9)	(3.4)
(Interest-bearing liabilities) (*1)	(355.0)	(382.6)	(27.5)
Total net assets	381.6	369.0	▲ 12.6
Shareholders' equity	343.4	332.8	▲ 10.6
Accumulated other comprehensive income	5.6	2.1	▲ 3.5
Non-controlling interests and others	32.5	34.0	1.5
Total liabilities and net assets	1,664.5	1,645.2	▲ 19.2
D/E ratio(times) (*2)	0.93	1.04	0.11
Equity ratio	21.0%	20.4%	<b>▲0.6</b> %

<sup>(\*1)</sup> Interest-bearing liabilities includes the amount of lease obligations. (as of March 31, 2019: ¥17.4 billion / as of June 30, 2019: ¥20.0 billion)

<sup>(\*2)</sup> D/E ratio = Interest-bearing liabilities / net assets

# 1. Consolidated Results for First Quarter FY2019Supplementary Information



### (1) Cash Flows

	FY2018.1Q	FY2019.1Q	Change
Cash flows from operating activities	▲ 6.6	▲ 29.9	▲ 23.2
Cash flows from investing activities	▲ 19.6	<b>▲ 11.6</b>	8.0
Free cash flows	▲ 26.3	<b>▲ 41.5</b>	▲ 15.2
Cash flows from financing activities	9.5	19.1	9.5

# 1. Consolidated Results for First Quarter FY2019Supplementary Information



### (2) R&D/CAPEX/Depreciation & Amortization

(In billion yen)

	FY2018.1Q	FY2019.1Q
R&D	7.0	7.0
CAPEX	11.3	11.4
Depreciation & Amortization	11.4	12.1

"CAPEX" and "Depreciation & Amortization" consist of amounts related to tangible fixed assets and software. (The figures in "FY2018.1Q" were modified since they were related to only tangible fixed assets until FY2018.)

### (3) Overseas Sales by Region

	FY2018.1Q	FY2019.1Q
Asia	33.7	24.4
China	32.3	18.8
North America	79.7	80.4
Central and South America	3.5	2.3
Europe	27.2	15.3
Others	1.7	0.8
Total	178.3	142.2
% of overseas sales	53%	51%

2. Forecasts of the Consolidated Results for FY2019



# 2. Forecasts of the Consolidated Results for FY2019Summary of Forecasts for FY2019



### <assumed exchange rate>

US\$  $1.00 = \pm 105$  (assumed in May,  $\pm 105$ )

Euro  $1.00 = \pm 130$  (assumed in May,  $\pm 130$ )

(In billion yen)

		019 cast	Change FY2018	
	In May	In August	Actual	Vs. Forecast in May
Orders received	1,450.0	1,450.0	1,399.2	0.0
Net sales	1,400.0	1,400.0	1,483.4	0.0
Operating profit	80.0	80.0	82.4	0.0
Ordinary profit	58.0	58.0	65.7	0.0
Profit attributable to owners of parent	35.0	35.0	39.8	0.0

### <For reference> Sensitivity to foreign exchange rates by currency

1 yen per US\$ corresponds to 0.8 billion yen, and per Euro, 0.0 billion yen in operating profit.

# 2. Forecasts of the Consolidated Results for FY2019 Forecasts for FY2019 by Segment



Orders received

	FY2019 Forecast (In May)	FY2019 Forecast (In August)	Change
Resources, Energy and Environment	330.0	330.0	0.0
Social Infrastructure and Offshore Facility	180.0	180.0	0.0
Industrial System and General- Purpose Machinery	470.0	470.0	0.0
Aero Engine, Space and Defense	440.0	440.0	0.0
Total Reportable Segment	1,420.0	1,420.0	0.0
Others	80.0	80.0	0.0
Adjustment	▲ 50.0	▲ 50.0	0.0
Total	1,450.0	1,450.0	0.0

# 2. Forecasts of the Consolidated Results for FY2019Forecasts for FY2019 by Segment



Net sales & Operating profit

	FY2019 I (In N	Forecast May)	FY2019 I (In Au	Forecast igust)	Change		
	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit	
Resources, Energy and Environment	330.0	18.0	330.0	18.0	0.0	0.0	
Social Infrastructure and Offshore Facility	170.0	15.0	170.0	15.0	0.0	0.0	
Industrial System and General- Purpose Machinery	450.0	25.0	450.0	25.0	0.0	0.0	
Aero Engine, Space and Defense	460.0	33.0	460.0	33.0	0.0	0.0	
Total Reportable Segment	1,410.0	91.0	1,410.0	91.0	0.0	0.0	
Others	80.0	2.0	80.0	2.0	0.0	0.0	
Adjustment	▲ 90.0	▲ 13.0	▲ 90.0	<b>▲ 13.0</b>	0.0	0.0	
Total	1,400.0	80.0	1,400.0	80.0	0.0	0.0	

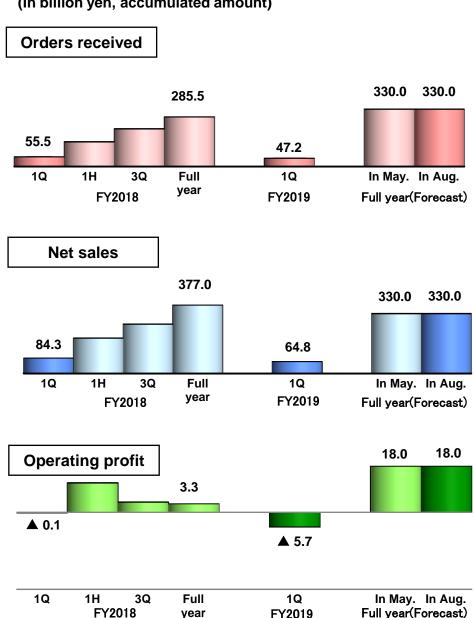
## 3. Financial Results by Segment



## 3. Financial Results by Segment Resources, Energy and Environment



(In billion yen, accumulated amount)



### <Results by business segment>

#### [ Orders received ]

Orders received decreased in the Boilers Business.

#### [ Net sales ]

Net sales decreased owing to a delay on the progress of projects in the Boilers Business and a pull back from the progress of large-scale projects in the Process plants Business.

#### [ Operating profit ]

Operating loss worsened mainly due to the deterioration of profitability for specific projects in the Boilers Business and the Power systems Business.

### <FY2019 Forecast (vs. In May)>

The forecasts of orders received, net sales and operating profit remain unchanged.

Though the result of operating profit in 1st quarter decreased from the previous corresponding period due to the deterioration of profitability for specific projects, there is no change to the full year forecasts since increases in contract price and profit from regular inspections and maintenance works are expected after 2<sup>nd</sup> quarter.

# 3. Financial Results by Segment Resources, Energy and Environment

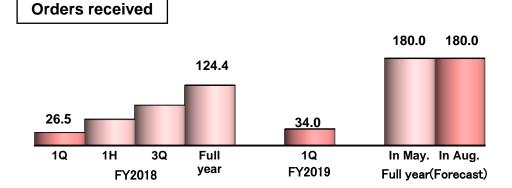


	Orders r	eceived	Net sales							
	FY2018	FY2019		FY2	018		FY2019			
	Full year	Full year (Forecast)		1H	3Q	Full year	1Q	Full year (Forecast)		
Power Systems	82.8	103.0	17.9	42.2	63.2	93.4	17.9	93.0		
Boilers	79.7	97.0	27.0	69.7	94.5	121.5	16.8	100.0		
Plants	56.4	55.0	23.0	45.8	59.5	80.1	13.8	62.0		
Nuclear power	30.5	29.0	5.0	12.0	16.7	33.1	4.8	35.0		

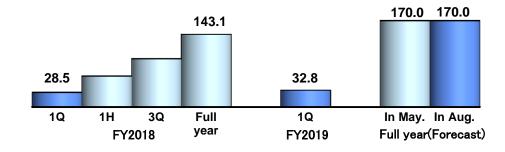
# 3. Financial Results by Segment Social Infrastructure and Offshore Facility











### **Operating Profit**



### <Results by business segment>

#### [ Orders received ]

Orders received increased in the Transport systems Business.

#### [ Net sales ]

Net sales increased in the Bridges/water gates Business.

### [ Operating profit ]

Operating profit increased in the Bridges/water gates Business and the Transport systems Business.

### <FY2019 Forecast (vs. In May)>

The forecasts of orders received, net sales and operating profit remain unchanged.

Since sales of domestic projects tend to be concentrated at the end of the fiscal year, the progress is generally the same as in the previous corresponding period and in the previous forecast in May. Therefore, there is no change to the full year forecasts.

# 3. Financial Results by Segment Social Infrastructure and Offshore Facility



(In billion yen)

	Orders r	eceived	Net sales								
	FY2018	FY2019		FY2	018		FY2019				
	Full year	Full year (Forecast)	1Q	1H	3Q	Full year	1Q	Full year (Forecast)			
Bridges/water gates	65.0	84.0	15.2	30.1	46.2	72.0	19.2	91.0			
Shield systems	14.4	26.0	4.0	9.7	14.6	18.5	4.6	22.0			
Urban development	16.3	17.0	3.7	7.9	11.9	16.3	3.9	17.0			

For related information of "Urban development" in Toyosu, please refer to <Appendices> on page 30, 31.

# 3. Financial Results by Segment Industrial System and General-Purpose Machinery







### <Results by business segment>

#### [ Orders received ]

Orders received decreased in the Vehicular turbochargers Business, while increased owing to an effect of receiving largescale project in the Transport machines Business.

#### [ Net sales ]

Net sales decreased due to the effect of transfer of the Small power systems Business in FY2018, in addition to down in the Vehicular turbochargers Business.

#### < Number of vehicular turbochargers delivered>

(1,000 Units)

	1Q	Full Year
FY2018	1,810	6,760
FY2019	1,440	7,000

### [ Operating profit ]

Operating profit decreased in the Vehicular turbochargers Business, the Rotating machineries Business and the Thermal and surface treatment Business.

### <FY2019 Forecast (vs. In May)>

The forecasts of orders received, net sales and operating profit remain unchanged.

With regard to the Vehicular turbochargers Business, demand due to exhaust gas and fuel efficiency regulations continued to be steady, and deliveries are expected to improve in the second half of the fiscal year, although deliveries(sales) were weak mainly in Europe and China. Therefore, there is no change to the full year forecasts.

# 3. Financial Results by Segment Industrial System and General-Purpose Machinery



(In billion yen)

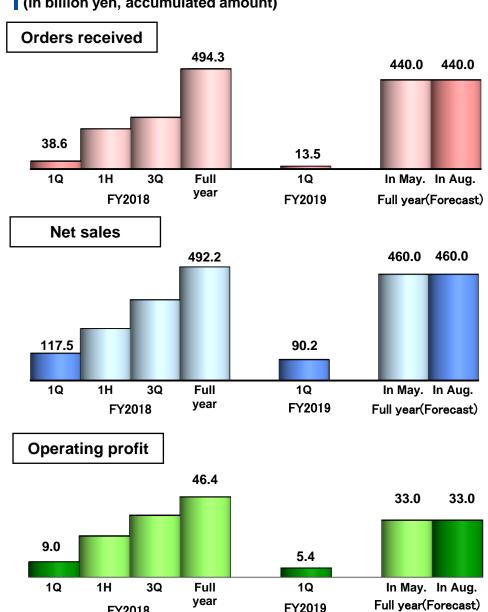
	Orders r	eceived			Ne	t sales			
	FY2018	FY2019		FY2	018		FY2019		
	Full year	Full year (Forecast)	1Q	1H	3Q	Full year	1Q	Full year (Forecast)	
Vehicular turbochargers	190.2	185.0	51.6	99.3	147.7	189.5	38.7	185.0	
Parking	52.5	53.0	7.7	17.9	29.4	49.7	10.0	52.0	
Rotating machineries	51.3	54.0	10.6	21.5	32.7	49.5	10.4	52.0	
Thermal and surface treatment	41.3	44.0	11.1	21.0	31.1	41.6	9.8	43.0	
Transport machineries	33.2	48.0	5.0	7.9	13.7	23.9	3.7	31.0	

For details of "Vehicular turbochargers", please refer to <Appendices> on page 29.

## 3. Financial Results by Segment **Aero Engine, Space and Defense**



(In billion yen, accumulated amount)



### <Results by business segment>

#### [ Orders received ]

Orders received decreased in the aero engines for Japan Ministry of Defense, the Civil aero engines Business and the Rocket systems/space utilization systems Business.

#### [ Net sales ]

Net sales decreased in the aero engines for Japan Ministry of Defense and the Civil aero engines Business.

#### <Number of civil aero engines delivered>

(Units)

	1Q	Full Year
FY2018	390	1,521
FY2019	372	1,600

### [ Operating profit ]

Operating profit in the Civil aero engines Business decreased due mainly to a temporary downturn of sales caused by making its inspection process stricter and to the additional program costs.

### <FY2019 Forecast (vs. In May)>

The forecasts of orders received, net sales and operating profit remain unchanged.

With regard to the Civil aero engines Business, although profits decreased from the previous corresponding period due to the above-mentioned situation, the spare parts sales is steady at the moment. Therefore, there is no change to the full year forecasts.

FY2018

# 3. Financial Results by Segment Aero Engine, Space and Defense



(In billion yen)

	Orders r	eceived	Net sales							
	FY2018	FY2019		FY2	018	F'		Y2019		
	Full year	Full year (Forecast)	1Q	1H	3Q	Full year	1Q	Full year (Forecast)		
Civil aero engines	334.8	320.0	73.1	152.5	243.2	318.5	65.1	305.0		

For details of "Civil aero engines", please refer to <Appendices> on page 28.

## <Appendices>

- Financial Performance
- Progress in large overseas projects
- Aero engines
- Vehicular turbochargers
- Urban development



### **Financial Performance**



(In billion yen)

						,,
	FY2015	FY2016	FY2017	FY2018	FY2019.1Q	FY2019 (Forecast)
Net sales	1,539.3	1,468.3	1,590.3	1,483.4	281.1	1,400.0
Operating margin Operating profit	1.4% 22.0	3.2% 47.3	4.5% 72.2	5.6% 82.4	0.3% 0.9	5.7% 80.0
Ordinary profit/loss(▲)	9.7	22.0	21.4	65.7	▲0.6	58.0
Profit /loss(▲) attributable to owners of parent	1.5	5.2	8.2	39.8	<b>▲</b> 2.7	35.0
ROE (%1)	0.5%	1.6%	2.6%	11.8%	-	_
ROIC (%2)	2.3%	5.0%	7.7%	8.7%		_
D/E ratio(times) (  (	1.12	1.10	0.92	0.93	1.04	_
Dividends per share (yen)	3 Interim 3 Year-end 0	0	Interim 3 Year-end 30 (*4)	70 Interim 30 Year-end 40	_	70 Interim 30 Year-end 40
Exchange rate	¥118.27/\$	¥108.27/\$	¥111.00/\$	¥111.09/\$	¥110.44/\$	_

**X1**: ROE(Return on Equity) = Profit attributable to owners of parent

/ (Average of equity for previous fiscal year end and current period end)

**%2**: ROIC (Return On Invested Capital)

=(Operating profit + Interest income and dividend income) after tax / (Equity + Interest-bearing liabilities)

**%3**: D/E ratio = Interest-bearing liabilities / net assets **%4**: Year-end dividend for FY2017 reflects the consolidation of stock.

## **Progress in Large Overseas Projects**



### **Elba Liquefaction Project**





**Expected Completion Image** 

As of end of June 2019

#### <Status>

As of the end of June 2019, installation works of MMLS #4~10 and Commissioning of MMLS#1~3 with BOP are ongoing. Progress of Engineering is 100%, Procurement is 100%, Construction is 94.0%, Commissioning is 45.7%, and Overall Project is 91.5%.

### <Key milestones>

March 2016: **Contract Award** 

November 2016: FERC Approval for the commencement of

construction

Delivery commencement of MMLS #1 module February 2017: Achievement of 100% production of MMLS#1 July 2019:

April 2020: Substantial Completion of all facilities

### <Project Brief>

Contract: Lump Sum Turnkey EPC Agreement for the Elba Island

Natural Gas Liquefaction Facility and the Southern LNG

**Expansion Facility** 

Job Site: Elba Island, Chatham County, Savannah, Georgia, USA

Engineering, Procurement, Construction, and Scope:

Commissioning of 2.5 MTPA Liquefaction facility

MMLS: Movable Modular Liquefaction System

This project has totally 10 MMLSs and 1 MMLS consists 79 modules.

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### **Jimah East Power coal fired power plant**





**Expected Completion Image** 

As of end of June 2019

#### <Status>

As of end of June 2019, both of #1 and #2 commissioning are in progress. For boiler portion, 99% of engineering, 100% of procurement, 99% of erection and 96% of commissioning activities were completed. As total 99% was completed.

### <Key Milestones>

Aug 2014: EPC Contract Oct 2018: Initial Firing(#1) Jan 2017: Boiler Erection Start(#1) Apr 2019: Initial Firing(#2)

Jul 2017: Boiler Erection Start(#2) Aug 2019: COD (#1) Apr 2018: Hydro Test(#1) Dec 2019: COD (#2)

Nov 2018: Hydro Test(#2)

### <Project Brief>

- Contract: Full turn key contract for ultra-supercritical boiler for Jimah East Power Sdn. Bhd. (IPP)
- ·Site: Jimah, Negeri Sembilan, Malaysia
- Scope: Engineering, Procurement, Construction and Commissioning of Ultra-supercritical boiler

## **Aero engines**



## (1) Net sales of civil aero engines

(In billion yen)

					Act	ual					Forecast
	74.2	'4.4	'4 E	'16	'17		FY2	2018		FY2	2019
	'13 '14 '15	16	17	1Q	1H	3Q	Full Year	1Q	Full Year		
Net sales	226.0	267.0	299.1	291.5	281.0	73.1	152.5	243.2	318.5	65.1	305.0

### (2) Number of civil aero engines delivered

				Actual	(accumu	lated)				
	′11	′12	′13	′14	′15	′16	′17	′18	′19/1Q	Main loading
V2500	4,980	5,468	5,969	6,469	6,896	7,236	7,508	7,688	7,705	Airbus A319/320/321
GE90	1,399	1,589	1,806	2,039	2,257	2,457	2,617	2,715	2,742	Boeing B777
CF34	3,242	3,548	3,820	4,156	4,471	4,821	5,085	5,331	5,405	For regional jet (70 to 110 seats)
GEnx	118	259	468	751	1,035	1,295	1,542	1,826	1,904	Boeing B787/B747-8
PW1100G					16	148	398	1,058	1,213	Airbus A320Neo
Passport20							13	66	87	Bombardier Global7500
Total	9,739	10,864	12,063	13,415	14,675	15,957	17,163	18,684	19,056	

(Note) The number of civil aero engine delivered is the number handed over to the airframe maker, and differs from the number of factory shipments.

## Vehicular turbochargers



### <Net sales by region>

		\										
					Actual					Forecast		
	′12	′13	′14	<b>′</b> 15	′16	′17	FY2	2018	FY2	2019		
	12	15	17	15	10	17	1Q	Full Year	1Q	Full Year		
Japan	33.9	35.3	37.5	34.6	38.9	39.8	10.7	44.6	10.1	41.0		
Asia	24.8	29.8	27.5	21.6	15.8	11.7	2.6	11.0	2.5	11.0		
China	18.1	23.4	24.3	24.9	48.5	71.9	17.5	63.1	12.7	72.0		
North America	1.3	1.6	1.8	2.4	3.3	8.4	2.8	11.6	3.1	12.0		
Central and South America	0.0	0.0	0.7	3.4	6.1	7.4	2.1	7.5	1.6	9.0		
Europe	43.2	60.2	75.6	74.3	61.7	81.1	15.6	51.3	8.3	40.0		
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0		
Total	121.6	150.7	167.7	161.6	174.6	220.5	51.6	189.5	38.7	185.0		

### (1) Lease revenue in Toyosu

(In billion yen)

	Actual								Forecast	
	′12	′13	′14	′15	′16	′17	FY2018		FY2019	
	12	13	14	13	10	17	1Q	Full Year	1Q	Full Year
Lease revenue	9.2	9.1	9.3	10.1	9.3	9.2	2.3	9.3	2.3	9.3

### (2) Lease revenue and expense in Toyosu (FY2019.1Q)

	Lease	Lease e	Lease		
	revenue	Depreciation	Others	income	
FY2019.1Q	2.3	0.9	0.7	0.6	

### Development Plan for Toyosu 1 to 3 chome Area

Civic Center: Opened in September

Fire department office: Completed in

Approx. 5ha

June 2016

Property

of IHI

#### **Toyosu IHI Building**

25 floors above ground, Approx. 125m high Gross floor area: 97,617m<sup>2</sup> Completed in February 2006



#### Kindergarten, Nursery school, Café, Marriage ceremonial hall.

Site area: 19,492m<sup>2</sup>

Completed in March 2010 to February 2011



#### Urban Dock LaLaport Toyosu ANNEX (Mitsui Fudosan Co., Ltd.)

5 floors above ground, Approx. 25m high Store floor space: 24,721 m2

Opened in October 2006

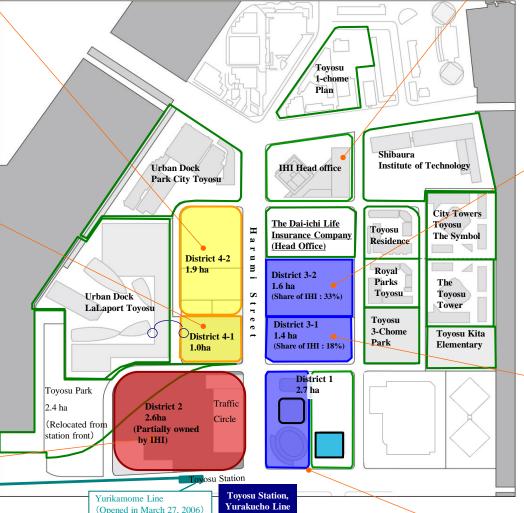


#### Complex building A · C, (IHI and Mitsui Fudosan)

36 floors above ground, Approx. 178m high Gross floor area: 185,000m2

Scheduled for completion in April 2020





Office Leasing

Land Leasing

Office Leasing (Leased land)

Sold, Donated, Exchanged

Category 1 Urban Redevelopment Project %1

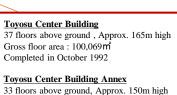
#### Toyosu Foresia (IHI & Mitsubishi Estate Company, Ltd.)

16 floors above ground, Approx. 75m high, Gross floor area: 101,503m2 Completed in July 2014



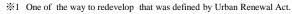
#### Tovosu Front (IHI, Mitsubishi Estate Company, Ltd. and Mitsubishi UFJ Trust and Banking Corporation)

15 floors above ground, Approx. 75m high Gross floor area: 106,861 m<sup>2</sup> Completed in August 2010



Gross floor area: 105.448m2

Completed in August 2006





Forward-looking figures shown in this material with respect to IHI's performance outlooks and other matters are based on management's assumptions and beliefs in light of the information currently available to it, and therefore contain risks and uncertainties. Consequently, you should not place undue reliance on these performance outlooks in making judgments. IHI cautions you that actual results could differ materially from those discussed in these performance outlooks due to a number of important factors. These important factors include political environments in areas in which IHI operates, general economic conditions, and the yen exchange rate including its rate against the US dollar.