# Financial Results for First Quarter FY2022 (IFRS) (for the year ending March 31, 2023)

IHI

August 9, 2022

#### **IHI** Corporation

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### **Table of Contents**

#### 1. Consolidated Results for First Quarter FY2022

Overview	4
Summary of Financial Results	5
Financial Results by Segment	6
Finance Income / Costs etc	11
Financial Position	12
Cash Flows	13
Supplementary Information	14

#### 2. Forecasts of the Consolidated Results for FY2022

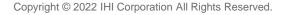
Summary of Forecasts for FY2022	17
Forecasts for FY2022 by Segment	18
Cash Flows	21

#### **3. Financial Results by Segment**

Resources, Energy and Environment	23
Social Infrastructure and Offshore Facilities	25
Industrial Systems and General-Purpose Machinery	27
Aero Engine, Space and Defense	29

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### 1. Consolidated Results for First Quarter FY2022



- Although profits decreased due to the impact of gains on sales of assets recorded in the same period of the previous fiscal year, all segments increased revenue and returned operating profit positive.
- In the segment of Aero Engine, Space and Defense, although the recovery in sales of spare parts for regional jets for civil aero engines slowed down, the overall recovery trend remained unchanged and the depreciation of the yen resulted in a significant increase in both sales and profit.
- In the three onshore segments, overall performance was solid, although some businesses were still affected by the shortage of semiconductors and lockdowns in China.

#### 1. Consolidated Results for First Quarter FY2022 Summary of Financial Results

(In billion yen)

	FY2021.1Q	FY2022.1Q	Change
Orders received	241.5	238.2	(3.3)
Revenue	245.2	264.2	19.0
Operating profit	20.2	7.5	(12.7)
Profit before tax	21.7	16.9	(4.8)
Profit attributable to			
owners of parent	14.1	8.4	(5.6)

Note: Average FX rate FY2021.1Q US\$ 1.00 = ¥110.44 FY2022.1Q US\$ 1.00 = ¥125.29

# 1. Consolidated Results for First Quarter FY2022 Financial Results by Segment

Orders received & Order backlog

	Orders received			0	rder backlog	J
	FY2021.1Q	FY2022.1Q	Change	FY2021	FY2022.1Q	Change
Resources, Energy and Environment	60.8	49.0	(11.8)	527.5	524.7	(2.7)
Social Infrastructure and Offshore Facilities	44.7	21.6	(23.1)	250.0	241.5	(8.4)
Industrial Systems and General-Purpose Machinery	91.6	106.6	15.0	180.7	194.4	13.6
Aero Engine, Space and Defense	39.9	59.2	19.2	283.8	286.8	3.0
Total Reportable Segment	237.2	236.5	(0.7)	1,242.1	1,247.6	5.4
Others	13.3	12.9	(0.3)	22.8	23.1	0.2
Adjustment	(8.9)	(11.2)	(2.2)	-	-	-
Total	241.5	238.2	(3.3)	1,265.0	1,270.7	5.7
Overseas orders received / order backlog	97.2	106.6	9.3	342.3	343.6	1.3
% of Overseas orders received / order backlog	40%	45%	5%	27%	27%	(0%)

# 1. Consolidated Results for First Quarter FY2022 Financial Results by Segment

Revenue & Operating profit

	Revenue			O	perating profi	it
	FY2021.1Q	FY2022.1Q	Change	FY2021.1Q	FY2022.1Q	Change
Resources, Energy and Environment	74.8	77.2	2.4	(0.2)	3.5	3.8
Social Infrastructure and Offshore Facilities	34.6	35.1	0.4	2.4	2.1	(0.2)
Industrial Systems and General- Purpose Machinery	88.8	92.7	3.8	2.9	2.2	(0.6)
Aero Engine, Space and Defense	45.2	57.4	12.1	(7.1)	1.7	8.8
Total Reportable Segment	243.5	262.5	19.0	(2.0)	9.7	11.7
Others	10.0	9.9	(0.1)	0.3	(0.1)	(0.5)
Adjustment	(8.3)	(8.1)	0.1	21.8	(1.9)	(23.8)
Total	245.2	264.2	19.0	20.2	7.5	(12.7)
Overseas revenue		105 5	10.4	]		

Overseas revenue	117.1	135.5	18.4
% of overseas revenue	48%	51%	4%

# 1. Consolidated Results for First Quarter FY2022 Financial Results by Segment

(In billion yen)

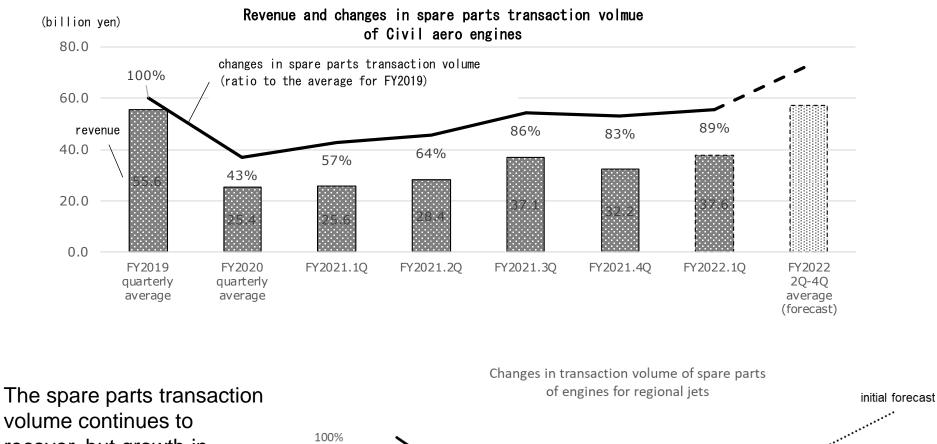
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						-
	Change in revenue	Change in construction profitability	Change in foreign exchange rate	Change in SG&A	Change in other income and expenses	Total
Resources, Energy and Environment	2.8	0.1	0.8	(0.3)	0.4	3.8
Social Infrastructure and Offshore Facilities	(0.1)			(0.1)		(0.2)
Industrial Systems and General-Purpose Machinery	(1.1)	(1.6)	0.2	0.1	1.7	(0.6)
Aero Engine, Space and Defense	3.5	2.0	3.6	(0.3)		8.8
Total Reportable Segment	5.0	0.5	4.6	(0.6)	2.1	11.7
Others	0.3			(0.4)	(0.4)	(0.5)
Adjustment	(0.5)			(1.5)	<sub>*1</sub> (21.7)	(23.8)
Total	4.8	0.5	4.6	(2.5)	(20.0)	(12.7)

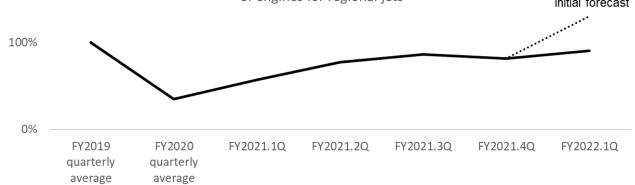
There are cases that the aggregated amount of each segment or factor doesn't match to the total due to rounding off.

\*1: Includes (21.7) billion yen impact of asset sales recorded in the same period of the previous fiscal year

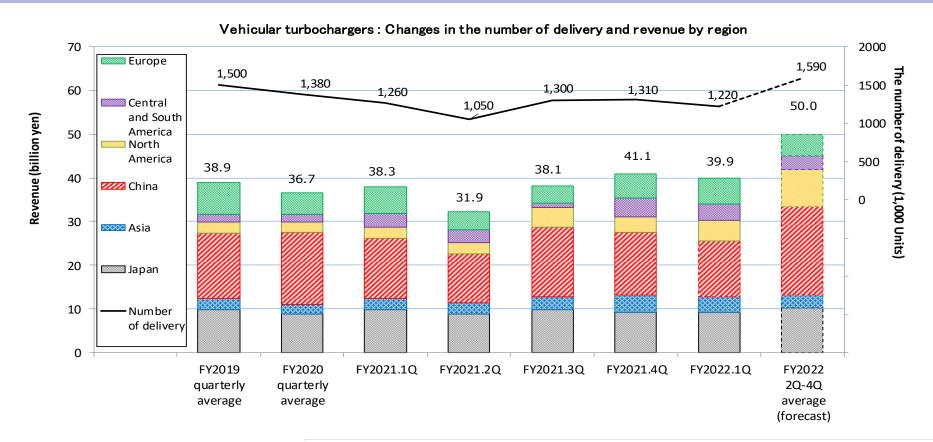
# 1. Consolidated Results for First Quarter FY2022 Financial Results by Segment (Civil aero engines)



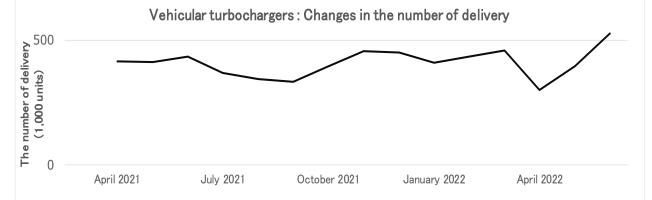
recover, but growth in spare parts for engines for regional jets was sluggish.



### 1. Consolidated Results for First Quarter FY2022 Vehicular turbochargers



Although recovery from the impact of the automobile production cutback has been delayed, there has been a rapid recovery from the impact of the China lockdown after bottoming out in April.



## 1. Consolidated Results for First Quarter FY2022 Finance Income / Costs etc.

	FY2021.1Q	FY2022.1Q	Change
Foreign exchange gains (losses)	(0.4)	10.1	10.5
Share of profit (loss) of investments accounted for using equity method	2.5	0.7	(1.7)
Other finance income (costs)	(0.5)	(1.4)	(0.9)
Finance income / costs etc.	1.4	9.3	7.8

Change of FX rate (US\$) FY202	21.1Q ¥(0	0.09)(beginning ¥110.65→end ¥110.56)
FY202	22.1Q ¥1	4.23(beginning ¥122.39→end ¥136.62)

# 1. Consolidated Results for First Quarter FY2022 Financial Position

			(In billion yen)
	As of March 31, 2022	As of June 30, 2022	Change
Total assets	1,879.6	1,865.8	(13.8)
[Cash and cash equivalents]	[145.4]	[100.8]	[(44.6)]
[Trade receivables & contract assets]	[474.5]	[457.9]	[(16.5)]
[Inventories]	[340.1]	[376.8]	[36.6]
Total liabilities	1,472.6	1,447.1	(25.4)
[Trade payables etc.]	[235.4]	[218.6]	[(16.7)]
[Contract liabilities]	[214.7]	[224.0]	[9.3]
[Interest-bearing liabilities]	[505.5]	[488.8]	[(16.6)]
Bonds and borrowings	[372.2]	[357.4]	[(14.8)]
Lease liabilities	[133.3]	[131.4]	[(1.8)]
Total equity	407.0	418.6	11.6
Equity attributable to owners of parent	382.1	392.9	10.8
Non-controlling interests	24.9	25.7	0.8
Total liabilities and equity	1,879.6	1,865.8	(13.8)
D/E ratio (times) *1	1.24	1.17	(0.07)
Ratio of equity attributable to owners of parent (%) *2	20.3	21.1	0.7

\*1 D/E ratio = Interest-bearing liabilities / Total equity

\*2 Ratio of equity attributable to owners of parent= Equity attributable to owners of parent / Total liabilities and equity

### 1. Consolidated Results for First Quarter FY2022 Cash Flows

- ----

			(	In billion yen)
		FY2021.1Q	FY2022.1Q	Change
	Profit before tax	21.7	16.9	(4.8)
	Depreciation *1	16.8	15.8	(1.0)
	Change in working capital *2	13.6	(1.6)	(15.2)
	Other	*3 <b>(44.3)</b>	(14.9)	29.4
S	Subtotal	7.8	16.0	8.2
l	ncome taxes	(6.2)	(21.4)	(15.1)
(	Cash flows from operating activities	1.6	(5.3)	(6.9)
(	Cash flows from investing activities	9.1	(10.6)	(19.8)
F	Free cash flows	10.7	(15.9)	(26.7)
(	Cash flows from financing activities	(45.8)	(30.5)	15.2

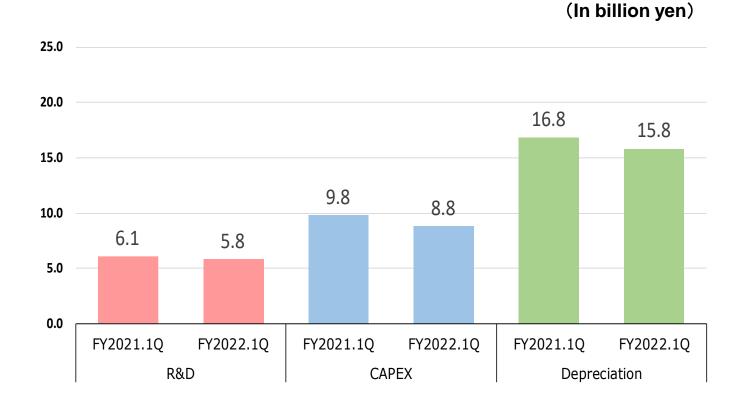
\*1: Depreciation consists of depreciation of property, plant and equipment, investment property, right-of-use assets and software, does not include amortization of capitalized development costs, patents and other intangible assets.

\*2: Change in working capital consists of change in trade receivables, contract assets, inventories, prepayments, contract liabilities, trade payables and refund liabilities.

Working capital = Trade receivables + Contract assets + Inventories + Prepayments - Contract liabilities - Trade payables - Refund liabilities

\*3: Other includes transfer of gain on sale of assets held to cash flows from investing activities.

## 1. Consolidated Results for First Quarter FY2022 Supplementary Information



CAPEX and depreciation consist of those of property, plant and equipment, investment property, right-of-use assets and software.

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# 1. Consolidated Results for First Quarter FY2022 Supplementary Information

#### (2) Revenue by Region

	FY2021.1Q	FY2022.1Q
Japan	128.1	128.7
Asia	37.8	42.6
China	22.0	22.8
North America	34.6	45.6
<b>Central and South America</b>	3.3	4.2
Europe	17.1	17.6
Others	2.1	2.5
Total	245.2	264.2

### 2. Forecasts of the Consolidated Results for FY2022



# 2. Forecasts of the Consolidated Results for FY2022 Summary of Forecasts

(In billion ven)

- Summary of revisions
  - 1. Change of assumed FX rate

2. Reflects decrease in sales of spare parts for engines for regional jets

### Assumed FX rate US\$ 1.00 = ¥130 (previously ¥115) (in and after the second quarter ending September 30, 2022)

[]				(
	FY2021	FY2022	FY2022	Change
	Results	Forecast	Forecast	Vs. Forecast
		(in May)	(in August)	(in May)
Orders received	1,261.2	1,280.0	1,330.0	50.0
Devenue				
Revenue	1,172.9	1,300.0	1,350.0	50.0
Operating profit				
Operating profit	81.4	75.0	85.0	10.0
Drefit hefers toy				
Profit before tax	87.6	65.0	80.0	15.0
Profit attributable to				
owners of parent	66.0	40.0	50.0	10.0

(Reference)

FX rate sensitivity (impact amount on operating profit by change of 1 yen) : US\$ ¥0.9 billion

Dividend forecast (unchanged) 80yen per share (Interim 40yen, year-end 40yen)

# 2. Forecasts of the Consolidated Results for FY2022 Forecasts by Segments

#### Orders received

Orders received is expected to increase due to the change of assumed FX rate in the segment of Resources, Energy and Environment, Industrial Systems and General-Purpose Machinery and Aero Engine, Space and Defense.
(In billion yen)

	FY2021 Results	FY2022 Forecast (in May)	FY2022 Forecast (in August)	Change Vs. Forecast (in May)
Resources, Energy and Environment	373.8	340.0	360.0	20.0
Social Infrastructure and Offshore Facilities	181.0	170.0	170.0	0.0
Industrial Systems and General-Purpose Machinery	384.5	440.0	450.0	10.0
Aero Engine, Space and Defense	304.7	330.0	350.0	20.0
Total Reportable Segment	1,244.1	1,280.0	1,330.0	50.0
Others	54.7	50.0	50.0	0.0
Adjustment	(37.6)	(50.0)	(50.0)	0.0
Total	1,261.2	1,280.0	1,330.0	50.0

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# 2. Forecasts of the Consolidated Results for FY2022 Forecasts by Segments

- Revenue & Operating profit
  - Revenue is expected to increase due to the change of assumed FX rate in the segment of Resources, Energy and Environment, Industrial Systems and General-Purpose Machinery and Aero Engine, Space and Defense.

		Reve	enue			Operatir	ng profit	· ·
	FY2021 Results	FY2022 Forecast (in May)	FY2022 Forecast (in August)	Change Vs. Forecast (in May)	FY2021 Results	FY2022 Forecast (in May)	FY2022 Forecast (in August)	Change Vs. Forecast (in May)
Resources, Energy and Environment	344.4	360.0	380.0	20.0	22.9	26.0	26.0	0.0
Social Infrastructure and Offshore Facilities	167.3	170.0	170.0	0.0	15.3	17.0	17.0	0.0
Industrial Systems and General-Purpose Machinery	376.9	430.0	440.0	10.0	12.8	27.0	27.0	0.0
Aero Engine, Space and Defense	265.2	340.0	360.0	20.0	(9.3)	30.0	40.0	10.0
Total Reportable Segment	1,154.0	1,300.0	1,350.0	50.0	41.8	100.0	110.0	10.0
Others	62.7	50.0	50.0	0.0	(1.0)	2.0	2.0	0.0
Adjustment	(43.9)	(50.0)	(50.0)	0.0	40.6	(27.0)	(27.0)	0.0
Total	1,172.9	1,300.0	1,350.0	50.0	81.4	75.0	85.0	10.0

(In billion yen)

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### 2. Forecasts of the Consolidated Results for FY2022 Forecasts by Segments

- Analysis of change in operating profit of forecast (in May VS in August)
  - In the segment of Aero Engine, Space and Defense, operating profit is expected to increase due to the change of assumed FX rate although sales of spare parts for engines for regional jets have been slower than initially expected due to the impact of reduced flight operations caused by labor shortages in the airline industry and other factors.

	Change in revenue	Change in construction profitability	Change in foreign exchange rate	Change in SG&A	Change in other income and expenses	Total
Resources, Energy and Environment						0.0
Social Infrastructure and Offshore Facilities						0.0
Industrial Systems and General-Purpose Machinery						0.0
Aero Engine, Space and Defense	(5.0)		15.0			10.0
Total Reportable Segment	(5.0)	0.0	15.0	0.0	0.0	10.0
Others						0.0
Adjustment						0.0
Total	(5.0)	0.0	15.0	0.0	0.0	10.0

(In billion yen)

	FY2021 Results	FY2022 Forecast (in May)	FY2022 Forecast (in August)	Change Vs. Forecast (in May)
Profit before tax	87.6	65.0	80.0	15.0
Depreciation *1	67.5	61.0	61.0	0.0
Change in working capital *2	23.0	0.0	0.0	0.0
Other	(64.0)	4.0	(11.0)	(15.0)
Cash flows from operating activities	114.1	130.0	130.0	0.0
Cash flows from investing activities	27.9	(90.0)	(90.0)	0.0
Free cash flows	142.0	40.0	40.0	0.0

\*1: Depreciation consists of depreciation of property, plant and equipment, investment property, right-of-use assets and software, does not include amortization of capitalized development costs, patents and other intangible assets.

\*2: Change in working capital consists of change in trade receivables, contract assets, inventories, prepayments, contract liabilities, trade payables and refund liabilities.

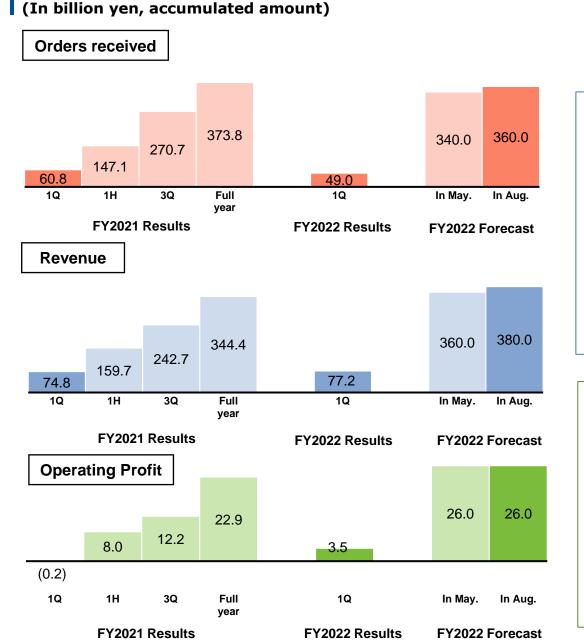
Working capital = Trade receivables + Contract assets + Inventories + Prepayments - Contract liabilities

- Trade payables - Refund liabilities

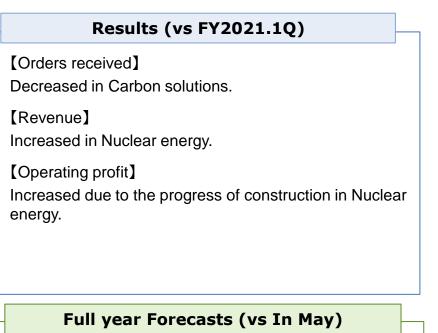
### 3. Financial Results by Segment



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



#### Main Businesses : Power systems, Carbon solutions and Nuclear energy



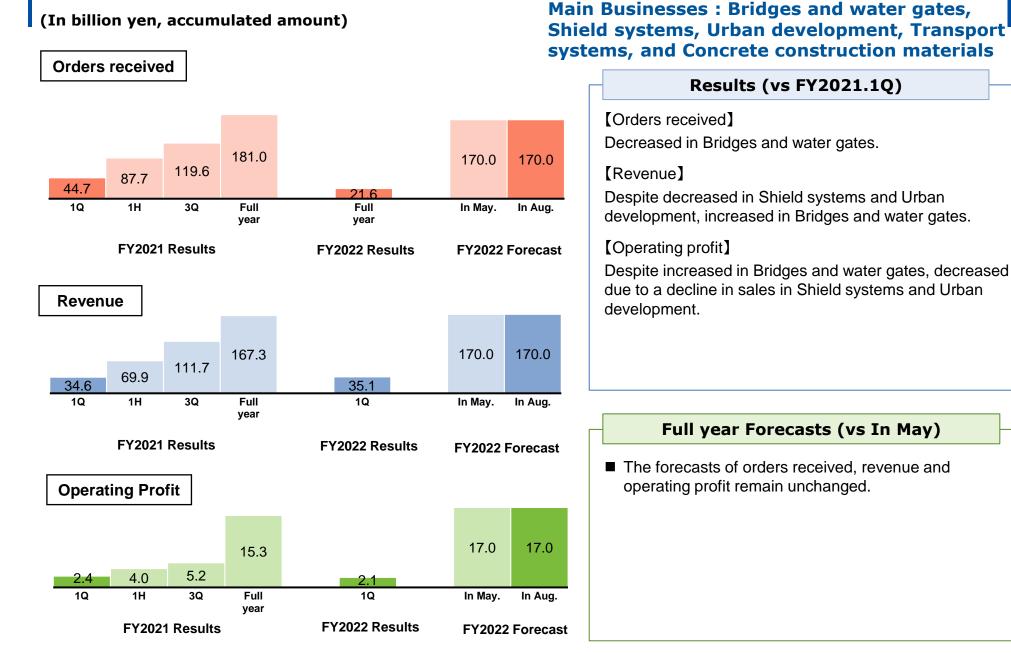
- Orders received and revenue are expected to increase due to the change of assumed FX rate.
- The forecast of operating profit remain unchanged.

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

	Orders received							Revenue					
	FY2021			FY2022		FY2021				FY2022			
	1Q	1H	3Q	Full year	1Q	Full year	1Q	1H	3Q	Full year	1Q	Full year	
Power systems	25.5	41.4	60.4	84.6	22.2	86.0	18.6	38.4	61.0	88.9	15.7	87.0	
Carbon solutions	15.4	62.2	115.6	159.1	3.3	181.0	35.2	76.4	112.9	155.8	32.3	173.0	
Nuclear energy	10.4	26.9	58.4	70.7	11.3	38.0	6.0	16.3	28.0	45.3	15.9	75.0	

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



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

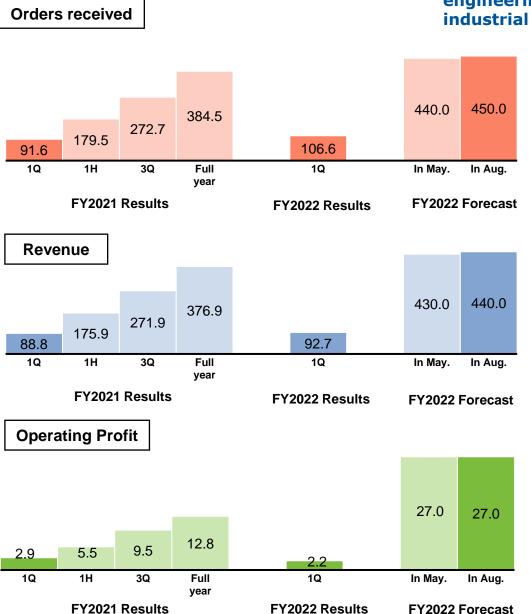
(In billion yen)

		Orders received							Revenue					
	FY2021				FY2022		FY2021			FY2		2022		
	1Q	1H	3Q	Full year	1Q	Full year	1Q	1H	3Q	Full year	1Q	Full year		
Bridges and water gates	31.2	61.4	80.6	110.9	9.3	92.0	17.8	33.6	55.5	89.6	20.2	103.0		
Shield systems	1.2	4.4	8.6	14.6	1.4	33.0	5.8	12.0	17.5	22.7	5.1	22.0		
Urban development	4.6	9.4	14.1	18.4	4.3	17.0	4.6	9.6	14.0	18.6	4.1	17.0		

\*For related information of "Urban development" in Toyosu, please refer to <Appendices> Urban development.

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





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Main Businesses : Vehicular turbochargers, Parking, Rotating machineries, Heat treatment and surface engineering, Transport machineries and Logistics and industrial systems

Results (vs FY2021.1Q)
[Orders received] Increased in Rotating machineries and Transport machineries.
[Revenue] Increased in Transport machineries and Heat treatment and surface engineering. Increased due to depreciation the yen in Vehicular turbochargers.
[Operating profit] Decreased due to lower sales volume in Vehicular turbochargers and less favorable profitable projects in Transport machineries and Parking, although increased in Heat treatment and surface engineering.
Full year Forecasts (vs In May)
Orders received revenue are expected to increase due the change of assumed FX rate.

■ The forecast of operating profit remain unchanged.

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

(In	hillion	ven)

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			Ordoro	received					Det		(11)	illion yen
		FY2		received	FY2022		Revenue FY2021				FY2022	
	1Q	1H	3Q	Full year	1Q	Full year	1Q	1H	3Q	Full year	1Q	Full year
Vehicular turbochargers	38.6	71.4	110.0	151.8	39.7	190.0	38.3	70.2	108.3	149.4	39.9	190.0
Parking	10.6	22.9	33.3	52.4	11.6	54.0	9.1	19.6	31.9	47.2	9.4	55.0
Rotating machineries	13.6	26.7	39.1	55.9	18.4	61.0	11.9	23.7	37.6	52.7	11.7	58.0
Heat treatment and surface engineering	10.7	20.9	32.6	43.5	13.5	48.0	8.7	18.6	28.5	39.6	10.1	46.0
Transport machineries	4.1	9.7	13.5	23.0	8.5	32.0	7.3	16.4	24.2	31.0	8.9	33.0
Logistics and industrial systems	4.9	13.1	23.4	31.9	7.7	49.0	6.7	14.9	23.5	32.3	6.6	43.0

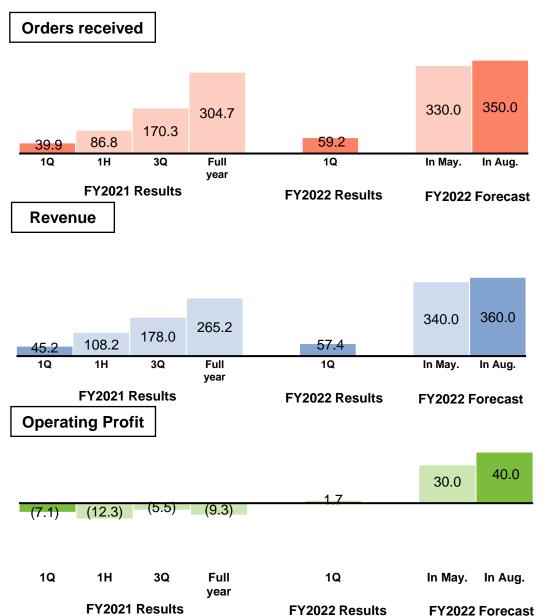
\*For details of "Vehicular turbochargers", please refer to <Appendices> Vehicular turbochargers

#### <Number of vehicular turbochargers delivered>

		(1,000 Units)
	1Q	Full Year
FY2021	1,260	4,920
FY2022	1,220	6,000

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

#### (In billion yen, accumulated amount)



Main Businesses : Aero engines, Rocket systems and space utilization systems and Defense systems

#### Results (vs FY2021.1Q)

[Orders received]

Increased in Civil aero engines.

#### [Revenue]

Increased due to increased sales of both main units and spare parts for civil aero engines and depreciation of the yen in Civil aero engines.

#### [Operating profit]

Increased due to improved profitability, increased sales of spare parts and depreciation of the yen in Civil aero engines.

#### Full year Forecasts (vs In May)

Orders received, revenue and operating profit are expected to increase due to the change of assumed FX rate although sales of spare parts for regional jets have been slower than initially expected.

# 3. Financial Results by SegmentAero Engine, Space and Defense

(In billion yen)

Orders received							Revenue						
	FY2021			FY	2022	FY2021				FY2022			
	1Q	1H	3Q	Full year	1Q	Full year	1Q	1H	3Q	Full year	1Q	Full year	
Civil aero engines	25.7	53.5	89.9	121.9	37.1	211.0	25.6	54.0	91.1	123.3	37.6	209.0	

\*For details of "Civil aero engines", please refer to <Appendices> Aero engines.

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

		(Units)
	1Q	Full Year
FY2021	205	789
FY2022	216	1,072

### <Appendices>

- Topics in the First Quarter
- Financial Performance
- Aero engines
- Vehicular turbochargers
- Urban development

#### **Topics in the First Quarter**

### IHI to Verify Ammonia Co-Firing and Mono-Firing Technologies at Indonesian Thermal Power Plants



IHI and PT Pembangkitan Jawa-Bali ("PJB"), a wholly owned subsidiary of PT Perusahaan Listrik Negara (Persero) ("PLN"), Indonesia's state-owned electricity company, have concluded a memorandum of understanding to jointly verify the application of ammonia and biomass co-firing technologies and mono-firing technologies, and their economic feasibility. IHI and PJB will conduct technical studies on boilers at PJB's Gresik

Thermal Power Plant and others with a view to carbon-neutral fuel co-firing and mono-firing.

<Gresik Thermal Power Plant (left) >

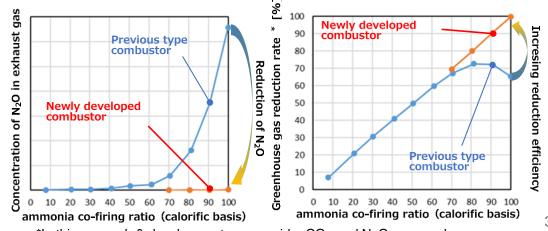
### Reduction of over 99% greenhouse gases during combustion achieved with the world's first gas turbine using 100% liquid ammonia

As ammonia does not contain carbon, it can be used as a fuel which does not emit CO<sub>2</sub> when combusted. However, compared with natural gas, liquid ammonia has an inherently lower flammability, making it harder to burn. The issue was the generation of nitrous oxide which has a greenhouse warming effect around 300 times that of CO<sub>2</sub>, when operating gas turbines at ammonia co-firing rate of over 70%.

As a result of mounting and testing a newly developed combustor on the 2,000-kilowatt-class gas turbine, IHI was able to achieve a greenhouse gas reduction rate exceeding 99%, even when the ammonia fuel ratio is at 70~100%, and we verified the output of 2,000kW when mono-firing liquid ammonia. Looking forward, we will further reduce NOx levels, improve operability, evaluate long-term durability.



<2,000-kilowatt-class gas turbine "IM270"> Copyright © 2022 IHI Corporation All Rights Reserved.



\*In this research & development, we consider CO  $_2$  and N  $_2$ O as greenhouse gas.

#### **Topics in the First Quarter**

#### **IHI AEROSPACE received its first commercial launch service order**



IHI AEROSPACE Co., Ltd ("IA") received order for launching the small SAR satellites<sup>(\*1)</sup> owned by Institute for Q-Shu Pioneers of Space, Inc. ("iQPS"). IA and iQPS signed the contract for launch service of QPS-SAR-3 and QPS-SAR-4 on April 18, 2022.

QPS-SAR-3 and QPS-SAR-4 are under manufacturing by iQPS with more than 25 partner companies in northern Kyushu and other parts of Japan. Two satellites will be launched by JAXA on Epsilon flight #6 in FY 2022.

\*1 : SAR (Synthetic Aperture Radar) Satellite

A remote sensing satellite that observes the earth's surface by Synthetic Aperture Rader (SAR) regardless of weather conditions, day, or night.

<Image of SAR Satellite (left)>

### Construction Begins on "Development Plan for Toyosu District 4-2 (Tentative Name)" - A New Place for Exchange and Communication

On July 1, construction began on the "Development Plan for Toyosu District 4-2 (tentative name)," which is being promoted jointly with Mitsubishi Estate Co., Ltd.

Two buildings, Building A and Building B, are planned for this district, and a central plaza with a large roof is planned in the center of the district, and rich green space is planned at the periphery of the district. In addition to offices and stores, the buildings will serve as incubation facilities, shared corporate dormitories, etc., not currently available in the Toyosu area, with the aim of becoming a new center for exchange and communication.



### **Financial Performance**

(In hillion ven)

	_								(In billion yen)
		Japanese GAAP				IFRS			IFRS
	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022 1Q	FY2022 (Forecast)	FY2022 (Forecast) (in May)
Orders received	1,389.8	1,505.0	1,399.2	1,280.0	1,097.0	1,261.2	238.2	1,330.0	1,280.0
Revenue	1,468.3	1,590.3	1,483.4	1,263.1	1,112.9	1,172.9	264.2	1,350.0	1,300.0
Operating profit	47.3	72.2	82.4	47.8	27.9	81.4	7.5	85.0	75.0
Profit attributable to owners of parent	5.2	8.2	39.8	8.2	13.0	66.0	8.4	50.0	40.0
Cash flows from operating activities	65.3	99.0	46.4	42.4	36.3	114.1	(5.3)	130.0	130.0
Cash flows from investing activities	(28.9)	(47.9)	(79.2)	(85.5)	(40.4)	27.9	(10.6)	(90.0)	(90.0)
Free cash flows	36.4	51.0	(32.8)	(43.0)	(4.1)	142.0	(15.9)	40.0	40.0
Dividends per share (yen)	0	Interim 3 Year-end 30* (*after share consolidation)	70 (Interim 30, Year-end 40)	50 (Interim 30, Year-end 20)	0	70 (Interim 30, Year-end 40)	-	80 (Interim 40, Year-end 40)	80 (Interim 40, Year-end 40)
ROIC (%)	5.0	7.7	8.7	4.1	2.2	6.4	-	6.8	6.0
Operating margin (%)	3.2	4.5	5.6	3.8	2.5	6.9	2.9	6.3	5.8
CCC (days)	87	83	97	92	124	112	-	96	99
D/E ratio (times)	1.10	0.92	0.93	2.00	1.85	1.24	1.17	1.05	1.09
ROE (%)	1.6	2.6	11.8	2.8	4.5	19.3	-	12.6	10.2
Ratio of equity attributable to owners of parent (%)	18.8	19.9	21.0	15.0	16.4	20.3	21.1	22.9	22.5

ROIC = (Operating profit + Interest income and dividend income) after tax / (Equity attributable to owners of parent + Interest-bearing liabilities)

CCC = Working capital /Revenue \* 365 days

D/E ratio = Interest-bearing liabilities / Total equity

ROE = Profit attributable to owners of parent / Equity attributable to owners of parent

Ratio of equity attributable to owners of parent = Equity attributable to owners of parent / Total liabilities and equity

#### **Revenue & Number of civil aero engines delivered**

	Japanese GAAP									IFF	RS		
	'11	'12	'13	'14	'15	'16	'17	'18	'19	'20	'21	'22/1Q	Main loading
Revenue (In biilion yen)	143.6	169.8	226.0	267.0	299.1	291.5	281.0	318.5	222.4	101.7	123.3	37.6	
Accumulated number of civil aero engines delivered (Units)													
V2500	4,980	5,468	5,969	6,469	6,896	7,236	7,508	7,688	7,735	7,740	7,756	7,761	Airbus A319/320/321
GE90	1,399	1,589	1,806	2,039	2,257	2,457	2,617	2,715	2,824	2,885	2,925	2,936	Boeing B777
CF34	3,242	3,548	3,820	4,156	4,471	4,821	5,085	5,331	5,611	5,798	5,926	5,966	For regional jet (70 to 110 seats)
GEnx	118	259	468	751	1,035	1,295	1,542	1,826	2,159	2,328	2,425	2,444	Boeing B787/B747-8
PW1100G					16	148	398	1,058	1,784	2,144	2,585	2,714	Airbus A320neo
Passport20							13	66	142	202	269	281	Bombardier Global7500
Total	9,739	10,864	12,063	13,415	14,675	15,957	17,163	18,684	20,255	21,097	21,886	22,102	

(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.



### **Revenue by region**

			Jap	anese GA	₽			IFRS					
	'12	'13	'14	'15	'16	'17	'18	'19	<i>'</i> 20	'21	'2	22	
	12	13	14	15	16	17	10	19	20	21	1Q	Forecast	
Japan	33.9	35.3	37.5	34.6	38.9	39.8	44.6	39.1	35.4	38.0	9.3	40.0	
Asia	24.8	29.8	27.5	21.6	15.8	11.7	11.0	10.7	8.5	11.8	3.4	12.0	
China	18.1	23.4	24.3	24.9	48.5	71.9	63.1	57.2	66.5	55.4	12.9	74.0	
North America	1.3	1.6	1.8	2.4	3.3	8.4	11.6	10.8	9.0	13.1	4.7	30.0	
Central and South America	0.0	0.0	0.7	3.4	6.1	7.4	7.5	6.6	6.9	11.5	3.7	13.0	
Europe	43.2	60.2	75.6	74.3	61.7	81.1	51.3	28.9	19.9	19.5	5.9	21.0	
Others	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.1	0.1	0.1	0.0	0.0	
Total	121.6	150.7	167.7	161.6	174.6	220.5	189.5	153.6	146.6	149.4	39.9	190.0	
The number of delivery (1,000 Units)	5,180	5,540	5,890	5,360	6,100	7,900	6,760	6,000	5,510	4,920	1,220	6,000	

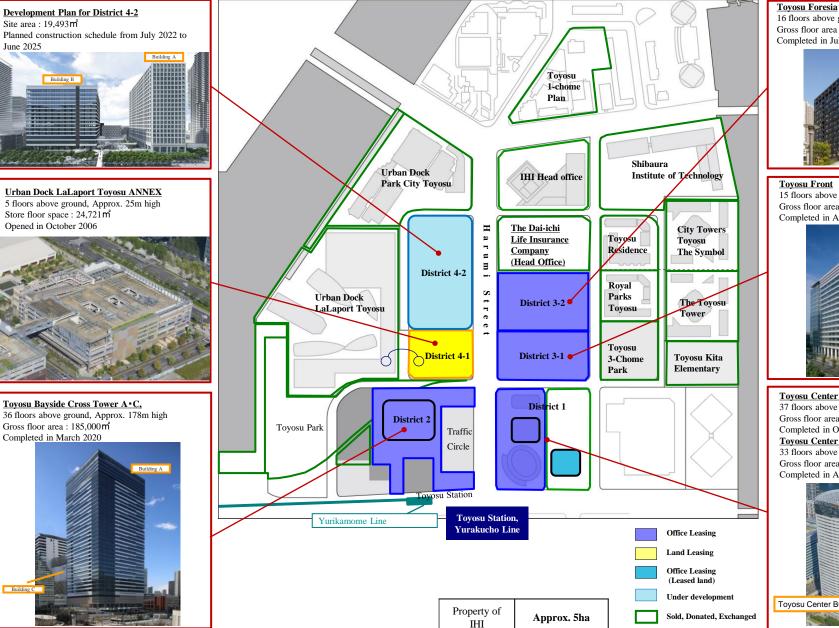
#### (1) Lease revenue in Toyosu

	Japanese GAAP								IFRS					
	'12	'13	'14	'15	'16	'17	'18	'19	'20	'21	'2 1Q	22 Forecast		
Lease revenue	9.2	9.1	9.3	10.1	9.3	9.2	9.3	9.4	12.3	12.1	3.0	12.1		

(2) Lease revenue and expense in Toyosu (FY2022.1Q)

(In billion yen)Lease<br/>revenueLease expense<br/>DepreciationProfitFY2022.1Q3.01.31.00.6

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



16 floors above ground, Approx. 75m high, Gross floor area : 101,503m<sup>2</sup> Completed in July 2014



**Toyosu Front** 

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



**Toyosu Center Building** 37 floors above ground, Approx. 165m high Gross floor area : 100,069 m<sup>2</sup> Completed in October 1992 **Toyosu Center Building Annex** 33 floors above ground, Approx. 150m high Gross floor area : 105,448m<sup>2</sup> Completed in August 2006



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