

Supplementary material

# Revisions to the Full-Year Consolidated Financial Forecast for the Fiscal Year Ending March 31, 2018

**IHI**

February 1, 2018

**IHI Corporation**

# Summary of Forecasts for FY2017

<assumed exchange rate>

US\$ 1.00 = ¥105 (assumed in Nov., ¥105)

Euro 1.00 = ¥120 (assumed in Nov., ¥120)

(In billion yen)

	FY2017 Forecast		FY2016 Actual	Change
	In November	In February		Vs. Forecast in November
Orders received	1,500.0	1,500.0	1,389.8	0.0
Net sales	1,550.0	1,600.0	1,486.3	50.0
Operating profit	65.0	71.0	47.3	6.0
Ordinary profit	57.0	39.0	22.0	▲ 18.0
Profit attributable to owners of parent	23.0	11.0	5.2	▲ 12.0

There is no revision on the year-end dividend forecast for the fiscal year ending March 31, 2018 (¥30 per share).

# Forecasts for FY2017 by Segment

■ Orders received

(In billion yen)

	FY2017 Forecast (In November)	FY2017 Forecast (In February)	Change
Resources, Energy and Environment	460.0	440.0	▲ 20.0
Social Infrastructure and Offshore Facility	150.0	150.0	0.0
Industrial System and General-Purpose Machinery	450.0	470.0	20.0
Aero Engine, Space and Defense	440.0	440.0	0.0
<b>Total Reportable Segment</b>	<b>1,500.0</b>	<b>1,500.0</b>	<b>0.0</b>
Others	70.0	70.0	0.0
Adjustment	▲ 70.0	▲ 70.0	0.0
<b>Total</b>	<b>1,500.0</b>	<b>1,500.0</b>	<b>0.0</b>

# Forecasts for FY2017 by Segment

## ■ Net sales & Operating profit

(In billion yen)

	FY2017 Forecast (In November)		FY2017 Forecast (In February)		Change	
	Net sales	Operating profit	Net sales	Operating profit	Net sales	Operating profit
Resources, Energy and Environment	500.0	5.0	490.0	▲ 2.0	▲ 10.0	▲ 7.0
Social Infrastructure and Offshore Facility	160.0	11.0	160.0	12.0	0.0	1.0
Industrial System and General-Purpose Machinery	440.0	15.0	450.0	16.0	10.0	1.0
Aero Engine, Space and Defense	470.0	46.0	470.0	50.0	0.0	4.0
<b>Total Reportable Segment</b>	<b>1,570.0</b>	<b>77.0</b>	<b>1,570.0</b>	<b>76.0</b>	<b>0.0</b>	<b>▲ 1.0</b>
Others	70.0	2.0	70.0	3.0	0.0	1.0
Adjustment	▲ 90.0	▲ 14.0	▲ 40.0	▲ 8.0	50.0	6.0
<b>Total</b>	<b>1,550.0</b>	<b>65.0</b>	<b>1,600.0</b>	<b>71.0</b>	<b>50.0</b>	<b>6.0</b>

# Forecasts for FY2017 by Segment

- Analysis of change in operating profit of forecasts(in November VS in February)

(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	▲ 2.0	▲ 5.0			▲ 7.0
Social Infrastructure and Offshore Facility	1.0				1.0
Industrial System and General-Purpose Machinery	1.0				1.0
Aero Engine, Space and Defense		2.0	2.0		4.0
<b>Total Reportable Segment</b>	<b>0.0</b>	<b>▲ 3.0</b>	<b>2.0</b>	<b>0.0</b>	<b>▲ 1.0</b>
Others				1.0	1.0
Adjustment		6.0			6.0
<b>Total</b>	<b>0.0</b>	<b>3.0</b>	<b>2.0</b>	<b>1.0</b>	<b>6.0</b>



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.