

## - Energy Solution &amp; Marine Engineering -

## FY2022.Q1 (vs. FY2021.Q1)

## Orders received

+¥63.6 bil.



Increased due to an increase mainly in orders for LPG carriers and major orders for construction and operation of domestic municipal waste incineration plants

## Revenue

-¥6.8 bil.



Decreased due to a decrease in construction work for domestic municipal waste incineration plants, despite an increase for LPG carriers

## Business profit

-¥0.4 bil.



Deteriorated due to a decrease in revenue and rising raw material prices, despite an improved equity in gains

## FY2022 forecast (vs. Forecast in May)

## Orders received

+¥20.0 bil.



Expected to increase due to an increase in Plant Engineering for construction and operation of domestic municipal waste incineration plants

## Revenue

±¥0 bil.



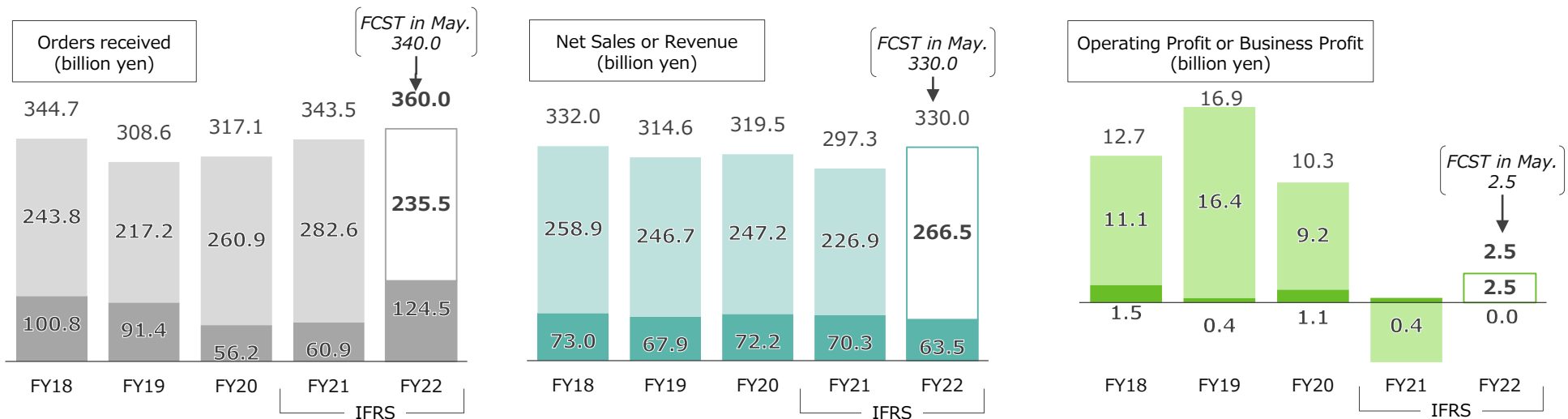
Expected to remain at the same level

## Business profit

±¥0 bil.



Expected to remain at the same level due to the change in FX assumptions, despite the impact of rising raw material prices and other factors



(Note) The graph shows the results in 1Q as dark colors and 2-4Q as light colors. Results for FY2021 for each segment are calculated using IFRS, but the figures are subject to change because preliminary figures that have not been audited are included.

# Details by Segment - Energy Solution & Marine Engineering -

※ The prior results of previous segment have been reclassified to current segment

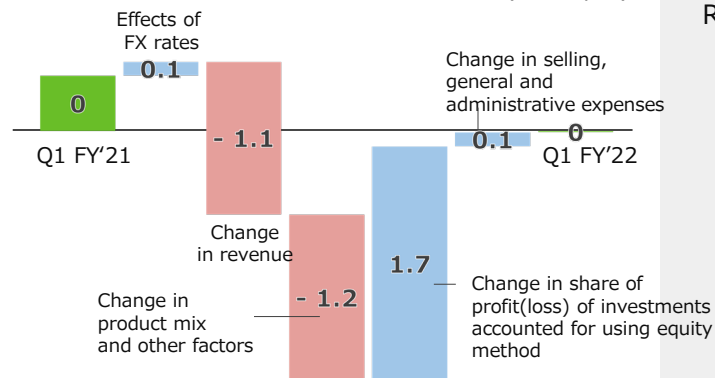
(Billion Yen)

	FY2021	FY2022		FY2021	FY2022 Forecast				
	Q1 Actual	Q1 Actual	Change	Actual	Old FCST	New FCST	Chg. Vs. FY21	Chg. Vs. Old FCST	Q2-4 FCST
Orders Received	60.9	124.5	+ 63.6	343.5	340.0	<b>360.0</b>	+ 16.5	+ 20.0	<b>235.5</b>
<i>Energy, Plant &amp; Marine Machinery</i>	55.5	94.3	+ 38.8	272.7	250.0	<b>270.0</b>	- 2.7	+ 20.0	<b>175.7</b>
<i>Ship &amp; Offshore Structure</i>	5.3	30.1	+ 24.8	70.8	90.0	<b>90.0</b>	+ 19.2	-	<b>59.9</b>
Revenue	70.3	63.5	- 6.8	297.3	330.0	<b>330.0</b>	+ 32.7	-	<b>266.5</b>
<i>Energy, Plant &amp; Marine Machinery</i>	51.0	43.6	- 7.3	232.3	250.0	<b>250.0</b>	+ 17.7	-	<b>206.4</b>
<i>Ship &amp; Offshore Structure</i>	19.3	19.8	+ 0.5	64.9	80.0	<b>80.0</b>	+ 15.1	-	<b>60.2</b>
Business Profit (Loss)	0.4	- 0.0	- 0.4	- 10.8	2.5	<b>2.5</b>	+ 13.3	-	<b>2.5</b>
<i>[Margin]</i>	<i>[0.6%]</i>	<i>[- 0.0%]</i>	<i>[- 0.6pt]</i>	<i>[- 3.6%]</i>	<i>[0.7%]</i>	<i>[0.7%]</i>	<i>[+ 4.3pt]</i>	<i>[-]</i>	<i>[0.9%]</i>
Share of profit (loss) of investments accounted for using equity method	- 0.4	1.2	+ 1.7	- 11.2	1.5	<b>1.5</b>	+ 12.7	-	<b>0.3</b>

※Results for FY2021 for each segment are calculated using IFRS, but the figures are subject to change because preliminary figures that have not been audited are included.

## Details of change in Business Profit(Loss)

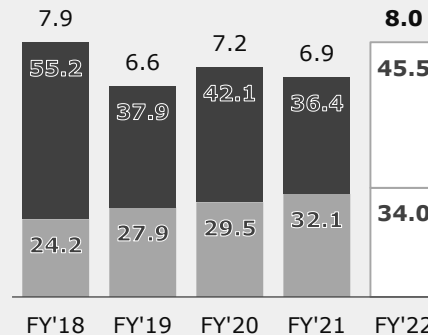
(billion yen)



## Appendix

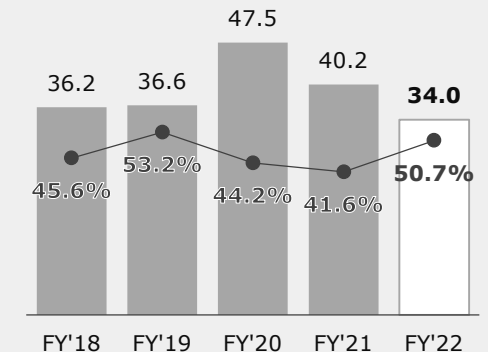
### Revenue of major products in the energy business above : components below : after-sales service

(billion yen)



### Revenue of municipal waste incineration plants (billion yen)

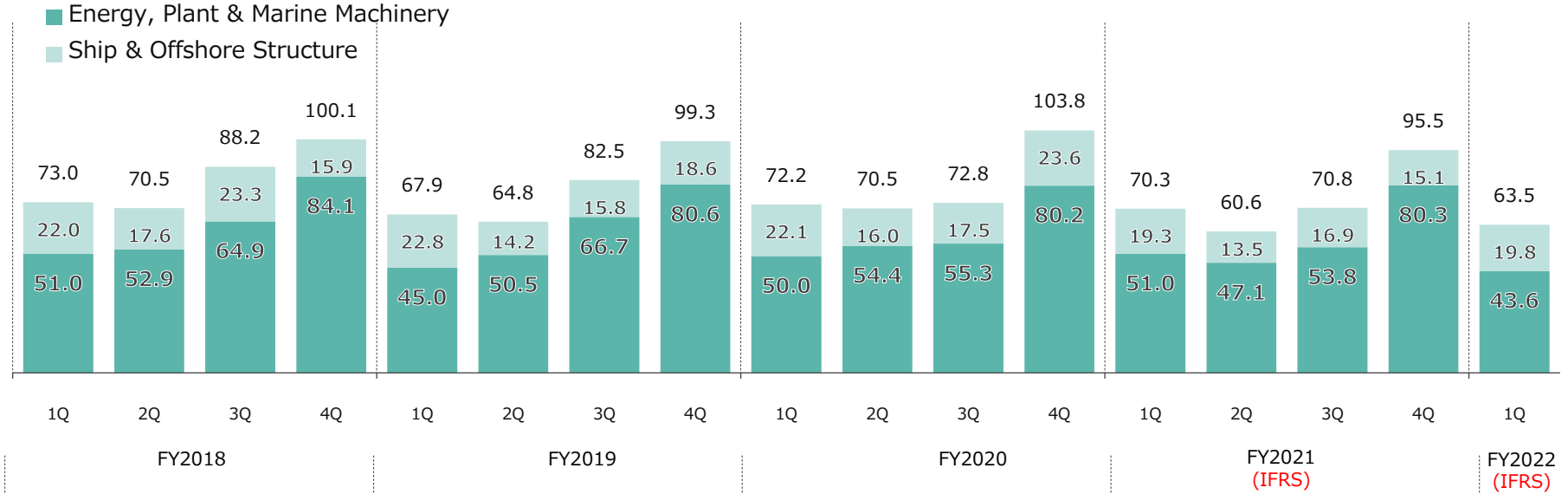
■ Net sales ● O&M ratio to net sales



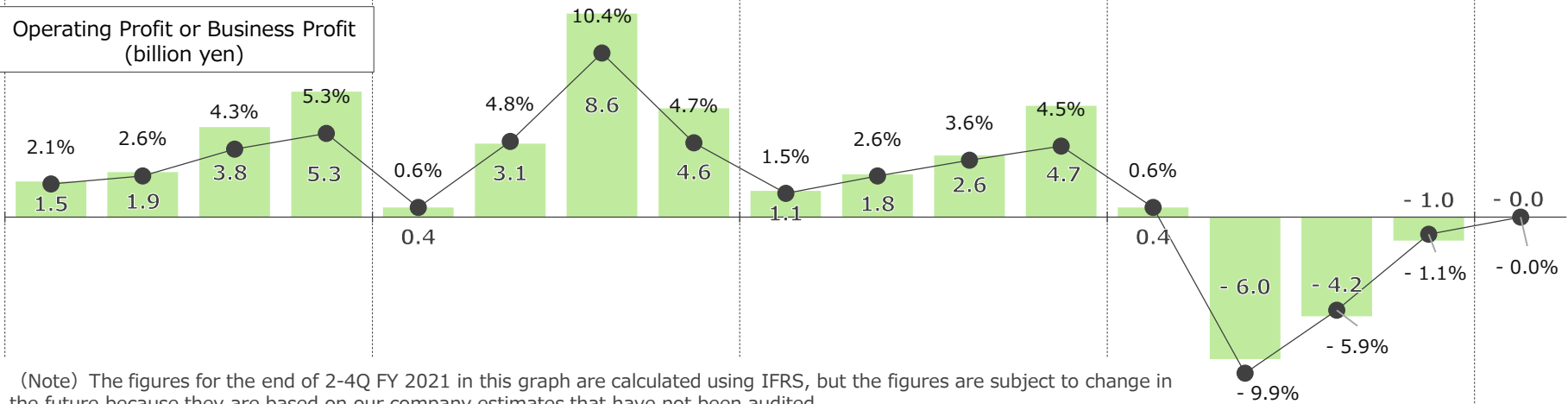
# Details by Segment - Energy Solution & Marine Engineering -

Net Sales or Revenue  
(billion yen)

※ The prior results of previous segment have been reclassified to current segment



Operating Profit or Business Profit  
(billion yen)



(Note) The figures for the end of 2-4Q FY 2021 in this graph are calculated using IFRS, but the figures are subject to change in the future because they are based on our company estimates that have not been audited.

## Market Overview

### ● Energy system & Plant Engineering

Domestic	Emerging Markets
Steady demand for distributed power plants and municipal waste incineration plants is expected to continue	Steady demand for distributed power plants and other energy infrastructure is expected to remain solid

### ● Ship & Offshore Structures

Commercial ships	Submarines and others
Solid demand for LPG/ammonia carriers is expected on the back of rising expectations for higher ammonia demand	Stable orders for submarines are expected

### ● Entire segment

COVID-19 and other risks	Carbon neutrality
<ul style="list-style-type: none"> <li>- Demand is recovering</li> <li>- Prices of raw materials and logistics costs are rising due to the rapid normalization of the economy.</li> </ul>	Inquiries and requests for cooperation are increasing regarding decarbonization solutions, including hydrogen products

## Specific Efforts

### ✓ Providing of products and services for a low-carbon and decarbonized society

Delivered a high-capacity battery propulsion system for the world's first pure battery electric propulsion tanker, ASAHI in FY2022

- System powers consisting of large capacity lithium-ion batteries, azimuth thrusters, propulsion controllers, power management devices, etc. can be efficiently supplied to the main propulsion unit and other equipment
- Contributing to reducing environmental impact by significantly reducing CO<sub>2</sub>, NO<sub>x</sub> and other emissions during operations
- Highly maintainable and contributes to reducing the workload of seafarers



World's first pure battery tanker, ASAHI  
(Photo by Asahi Tanker Co., Ltd. & e5 lab)

### ✓ Establishing a leading position in the decarbonization field

- Technology development for the spread of hydrogen energy
  - ✓ Obtained approval in principle (AiP) from Nippon Kaiji Kyokai (ClassNK) for a large, 160,000m<sup>3</sup> liquefied hydrogen carrier
  - ✓ The World's first large ocean-going LH<sub>2</sub> carrier, SUIISO FRONTIER, won awards including the Ship of the Year Award 2021
  - ✓ Completed the world's first basic engineering works for a hydrogen marine main boiler

