

Business Segment Highlights

Main Businesses



Energy & Environment

We offer optimal solutions in the energy-related fields of thermal power, nuclear power, and renewable energy, in such environmental areas as water and flue gas treatment, and for chemical plants and other industrial infrastructure elements.



- Thermal Power Systems
- Nuclear Energy Systems
- Chemical Plants & Infrastructure
- Renewable Energy
- Marine Machinery & Engines



Commercial Aviation & Transportation Systems

We deliver advanced land, sea, and air transportation systems, including commercial aircraft and ships, and transit networks, all offering superior safety, guaranteed quality, and reliability.



- Shipbuilding & Ocean Development
- Land Transportation Systems
- Commercial Aircraft



Integrated Defense & Space Systems

We provide integrated land, sea, air, and space defense systems, including naval ships, military aircraft and helicopters, missile systems, torpedoes, rockets, and armored combat vehicles, as well as space-related services.



- Defense
- Space



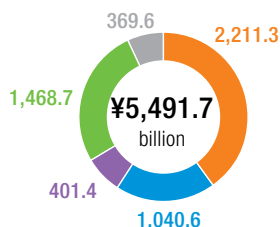
Machinery, Equipment & Infrastructure

We provide a wide range of solutions—including machinery, industrial plants, and social infrastructure—that support people's lives, industry, and society.

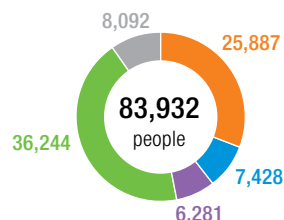


- Material Handling Equipment
- Engine and Energy
- Turbochargers
- Metals Machinery
- Air-Conditioning and Refrigeration Systems
- Mechatronics Systems
- Compressors
- Environmental Systems
- Machine Tool
- Other Businesses

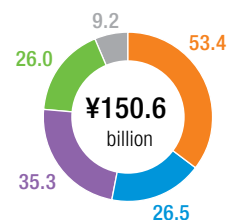
Total Assets (Billions of yen)
As of March 31, 2016



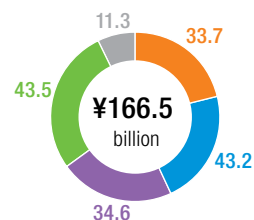
Number of Employees (People)
As of March 31, 2016



R&D Expenses (Billions of yen)
FY2015



Capital Investment (Billions of yen)
FY2015



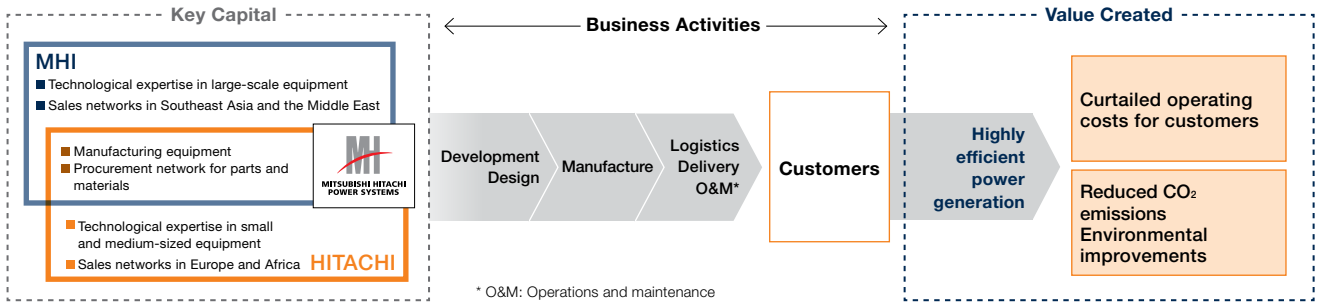
■ Energy & Environment
 ■ Commercial Aviation & Transportation Systems
 ■ Integrated Defense & Space Systems
 ■ Machinery, Equipment & Infrastructure
 ■ Others, eliminations or corporate

* Includes ¥61.6 billion in expenses related to R&D under contract

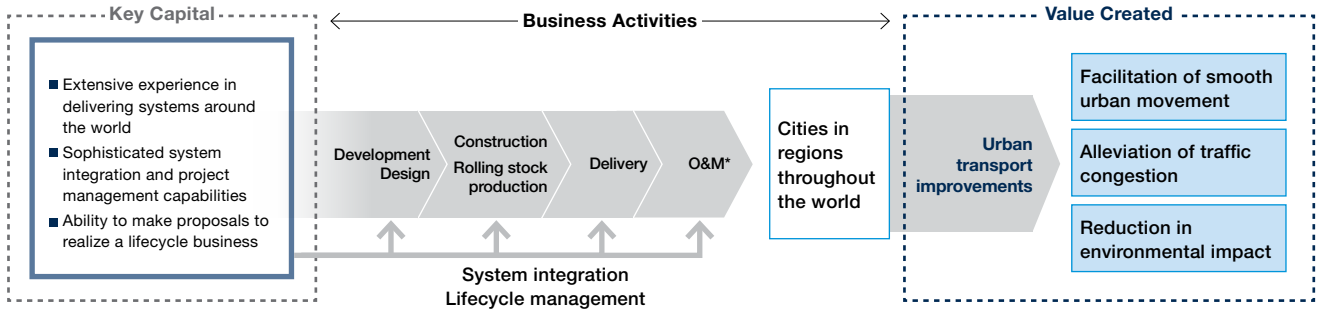
* Based on reported figures for property, plant and equipment

Sample Business Model

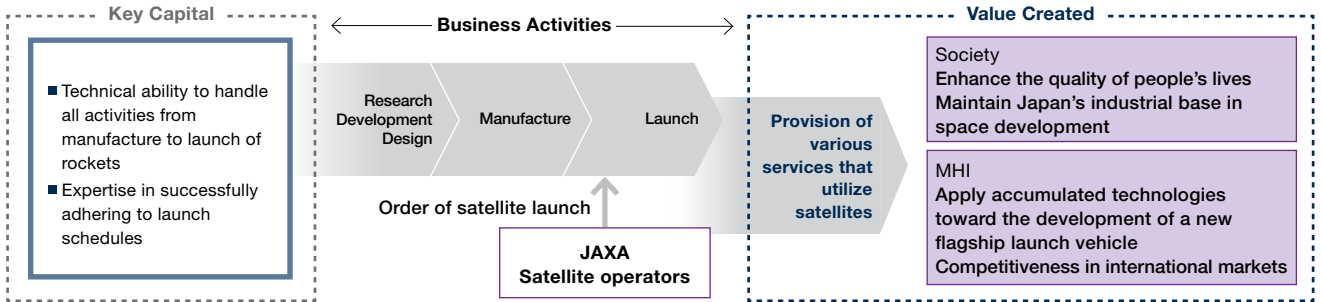
Thermal Power Generation



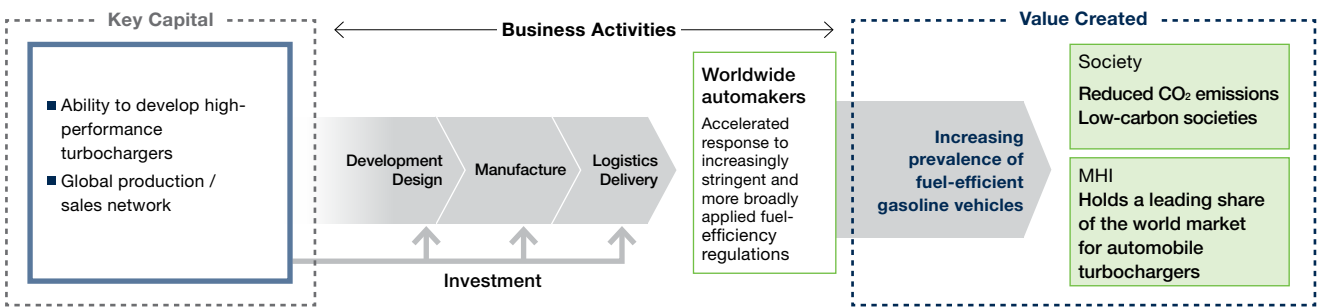
Transportation Systems



Satellite Launch Services

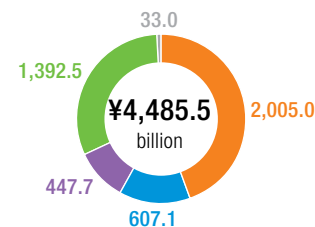


Turbochargers



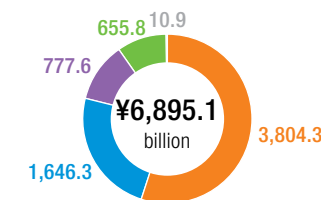
Orders Received (Billions of yen)

FY2015



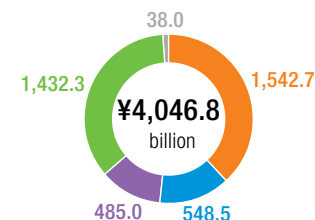
Order Backlog (Billions of yen)

As of March 31, 2016



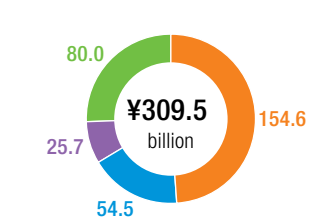
Net Sales (Billions of yen)

FY2015



Operating Income (Billions of yen)

FY2015



* Others, eliminations, or corporate: ¥-5.5 billion

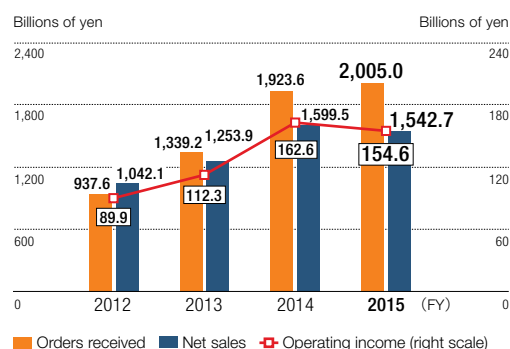
Business Segment Highlights

Overview of Fiscal 2015

Energy & Environment

Consolidated orders received rose year on year, to ¥2,005.0 billion, due to higher orders for thermal power generation systems and large-scale orders for chemical plants. Consolidated net sales decreased, to ¥1,542.7 billion, due in part to a decline in sales of thermal power generation systems. Operating income also fell, to ¥154.6 billion, despite the improvement in profit for the after-sales servicing business in thermal power generation systems, mainly due to lower net sales and expenses related to the Himeji No. 2 Power Station of the Kansai Electric Power Co., Inc.

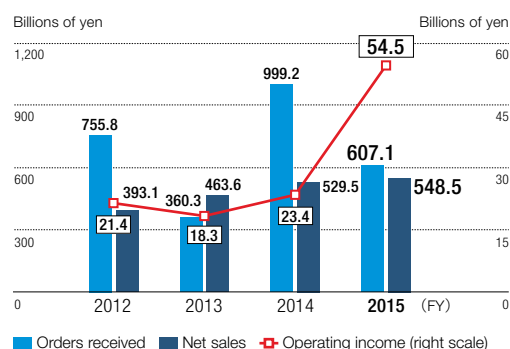
Orders Received / Net Sales / Operating Income



Commercial Aviation & Transportation Systems

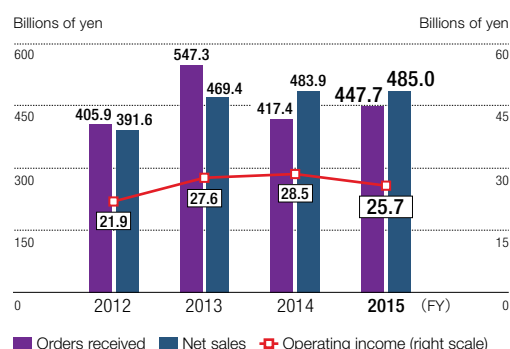
Demand remained strong for LNG and LPG carriers on the back of the shale gas revolution in the United States, and in the transportation systems business, demand for railway construction was robust, particularly in Southeast Asia and the Middle East. However, the total value of consolidated orders decreased from fiscal 2014, when MHI won major deals in transportation systems and for the MRJ, to ¥607.1 billion.

Consolidated net sales increased to ¥548.5 billion, due to higher sales in the commercial aircraft business, and operating income rose to ¥54.5 billion, thanks in part to higher sales and the effect of the weaker yen.



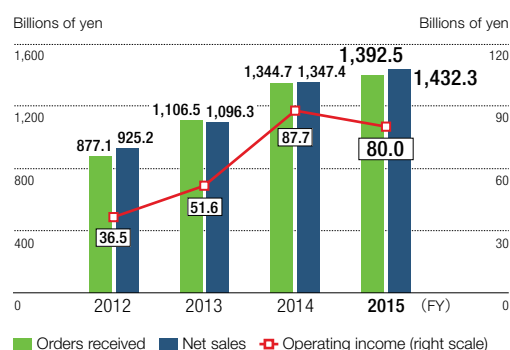
Integrated Defense & Space Systems

The total value of consolidated orders increased from the previous fiscal year, to ¥447.7 billion. The space systems-related business benefited from an order for launch services from a government space agency in Dubai to launch a Mars mission spacecraft. Orders also increased in the defense-related business for items such as defense aircraft. Consolidated net sales remained flat compared with fiscal 2014, at ¥485.0 billion. Although sales in the space systems-related business declined due to the decrease in the number of H-IIA/H-IIB launches from five in fiscal 2014, to three in fiscal 2015, sales rose in the defense-related business, particularly for naval ships. Consolidated operating income fell to ¥25.7 billion, due to a decrease in sales in the space systems-related business and other factors.



Machinery, Equipment & Infrastructure

Consolidated orders received increased, to ¥1,392.5 billion, and consolidated net sales rose, to ¥1,432.3 billion. This growth was due to the effect of business integration in metals machinery through the establishment of a joint venture company in January 2015 and the expanded scale of business in turbochargers, air-conditioning and refrigeration systems, and forklift trucks, supported by the strengthening of business in the areas of mechatronics systems and intelligent transport systems (ITS), as well as the receipt of orders for major refurbishment work for environmental systems. Operating income was down, to ¥80.0 billion, due to a decrease in sales of compressors, which were highly profitable in the previous fiscal year, as well as to lower profitability in metals machinery due to the need for further post-merger integration (PMI).

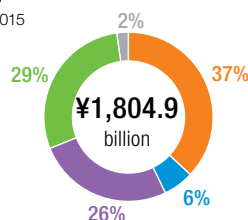


* Owing to business restructuring, some businesses have been reassigned from "Others" to "Machinery, Equipment & Infrastructure." (Results for fiscal 2014 reflect the new business domains.)

Composition of Overseas Net Sales by Geographic Distribution

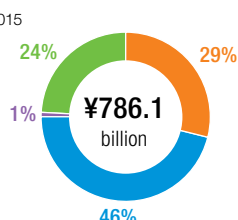
Japan

FY2015



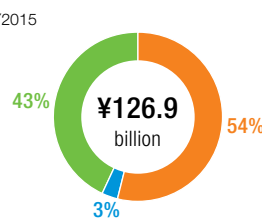
North America

FY2015



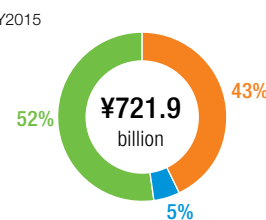
Latin America

FY2015



Asia

FY2015



Energy & Environment Commercial Aviation & Transportation Systems Integrated Defense & Space Systems Machinery, Equipment & Infrastructure Others

Orders and Development Projects in Fiscal 2015

Announcement	Delivery	Project
January 2016	2020	MHPS receives order for gas-fired GTCC power generation equipment for the Hongkong Electric Co., Ltd.
December 2015	-	MHI Vestas receives order for 40 turbines for V164-8.0 MW commercial offshore wind power generation facility, the world's largest in terms of output
December 2015	2019	MHPS receives order for boiler, steam turbine, and generator for the Philippines' first ultra-supercritical-pressure coal-fired power plant
December 2015	-	MHI develops power assist suit (PAS) for nuclear disaster response

Announcement	Delivery	Project
October 2015	2018	Order received for two M501J gas turbines and a steam turbine for project in Mexico
July 2015	-	Order received for large-scale fertilizer plant in Uzbekistan
May 2015	2019	MHPS receives order for two M501J gas turbines and a steam turbine at New Pyeongtaek GTCC Power Plant in South Korea
May 2015	2018	Order received for 116 turbines for V112-3.45 MW offshore wind power generation facility
April 2015	2018	Order received for the construction of a methanol and dimethyl ether plant in Trinidad and Tobago

Announcement	Delivery	Project
March 2016	2020	MHI, Hitachi, Ltd., and Sumitomo Corporation win contract for Red Line construction project in Thailand
March 2016	2019	MHI receives order for Automated People Mover (APM) cars and APM system capacity expansion at Singapore's Changi Airport
February 2016	2018	Aerolease Aviation, LLC, signs letter of intent with Mitsubishi Aircraft for purchase of up to 20 MRJ aircraft
November 2015	2019	Mitsubishi Heavy Industries Shipbuilding receives order for very large LPG carrier for Astomos Energy Corporation

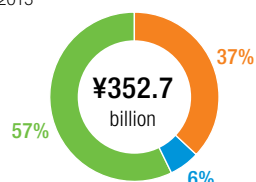
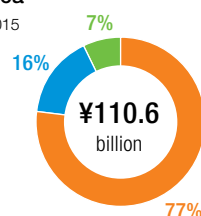
Announcement	Delivery	Project
September 2015	2018	MHI receives orders for two <i>Sayaringo STaGE</i> next-generation LNG carriers
June 2015	2017	Mitsubishi Heavy Industries Aero Engine to participate in Rolls-Royce plc's new aero engine
May 2015	2018	MHI receives order for two <i>Sayaringo STaGE</i> next-generation LNG carriers

Announcement	Delivery	Project
March 2016	2020	MHI receives a new order for H-IIA launch services for UAE's Emirates Mars Mission
March 2016	-	MHI signs a joint development agreement with NTT related to security technology
March 2016	-	MHI delivers the <i>Jinryu</i> submarine at the MHI Kobe Shipyard & Machinery Works

Announcement	Delivery	Project
November 2015	-	MHI successfully launches the Telesat's Telstar 12 VANTAGE satellite on the H-IIA launch vehicle F29 (first dedicated commercial launch of the H-IIA)
July 2015	-	MHI to reorganize a manufacturing plant in Nagasaki handling Integrated Defense & Space Systems

Announcement	Delivery	Project
March 2016	-	MHI Group and NCS Pte. Ltd. win Singapore's next-generation electronic road pricing system project
January 2016	2019	MHI Group receives order to refurbish core components of municipal solid waste incineration plant in Iwaki, Fukushima Prefecture
October 2015	2017	MHI Group receives order for two continuous galvanizing lines from Tangshan Iron and Steel Group Co. Ltd.
October 2015	2019	MHI Group to participate in waste-to-energy business in Singapore
September 2015	2018	MHI Group receives order from Turkish steel producer Erdemir to supply a continuous galvanizing line

Announcement	Delivery	Project
July 2015	2015	MHI receives order for 80 large-scale centrifugal chillers from Saudi Arabia
July 2015	2019	MHI Group receives order from Kouza Clean Association in Kanagawa Prefecture for municipal solid waste incineration plant with capacity of 245 tons/day
May 2015	-	Development of a gas engine cogeneration system with high-efficiency steam recovery from hot wastewater
April 2015	-	MHI Group develops "Dokodemo Door®" — improved platform doors accommodating railway cars with varying numbers of doors and door locations

Middle East
FY2015Europe
FY2015Africa
FY2015Oceania
FY2015