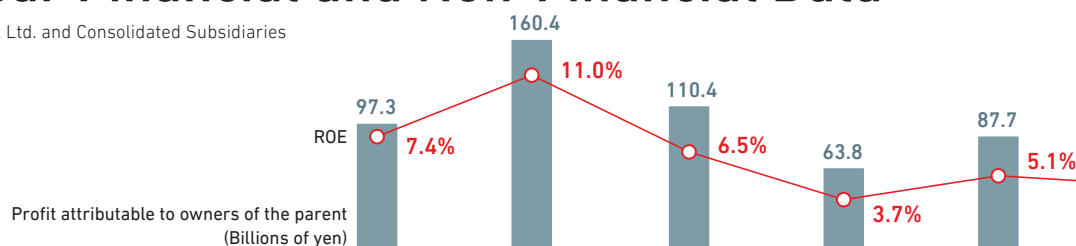


Eleven-Year Financial and Non-Financial Data

Mitsubishi Heavy Industries, Ltd. and Consolidated Subsidiaries
Years ended March 31



	2013/3	2014/3	2015/3	2016/3	2017/3
(Years ended March 31 or as of March 31)	2012 Medium-Term Business Plan		2015 Medium-Term Business Plan		
Billions of yen					
Orders received	¥ 3,032.2	¥ 3,420.0	¥ 4,699.1	¥ 4,485.5	¥ 4,275.6
Revenue	2,817.8	3,349.5	3,992.1	4,046.8	3,914.0
Profit from business activities	163.5	206.1	296.1	309.5	150.5
Profit before income taxes	155.4	214.4	232.6	132.6	169.7
Profit attributable to owners of the parent	97.3	160.4	110.4	63.8	87.7
Research and development expenses	¥ 120.0	¥ 138.5	¥ 145.5	¥ 150.6	¥ 160.7
Capital expenditures	118.8	148.6	156.1	175.5	204.4
Depreciation & Amortization	119.4	134.9	157.0	158.7	172.7
Total assets	¥ 3,935.1	¥ 4,886.0	¥ 5,520.3	¥ 5,500.7	¥ 5,481.9
Total equity	1,430.2	1,774.2	2,120.0	1,999.7	2,104.1
Interest-bearing debt	1,031.2	957.4	975.5	1,052.1	925.5
Cash flows from operating activities	¥ 288.3	¥ 296.2	¥ 212.8	¥ 270.0	¥ 95.9
Cash flows from investing activities	(76.7)	(151.5)	(174.1)	(262.4)	8.7
Free cash flows	211.6	144.6	38.6	7.5	104.6
Cash flows from financing activities	(154.2)	(136.6)	(45.8)	(23.1)	(162.0)

Per share information of common stock*2 Yen

Basic earnings (losses) per share	¥ 290.09	¥ 478.13	¥ 329.04	¥ 190.17	¥ 261.24
Total equity	4,109.00	4,599.86	5,306.47	5,003.00	5,299.14
Cash dividends	80.00	80.00	110.00	120.00	120.00

Ratios

Overseas sales ratio	44.8%	49.3%	53.4%	55.4%	53.5%
Ratio of profit from business activities	5.8%	6.2%	7.4%	7.6%	3.8%
Return on equity*3	7.4%	11.0%	6.5%	3.7%	5.1%
Return on assets*4	2.5%	3.0%	2.1%	1.2%	1.6%
D/E ratio*5	72%	54%	46%	53%	44%
Equity ratio*6	35.0%	31.6%	32.3%	30.5%	32.5%
Dividend payout ratio*7	27.6%	16.7%	33.4%	63.1%	45.9%

MHI Group has adopted the International Financial Reporting Standards (IFRS) from FY2018. Actual financial numbers for FY2017 are also shown here in accordance with IFRS. The IFRS categories under Japanese GAAP are as follows: revenue corresponds to net sales; profit from business activities corresponds to operating income; profit (loss) attributable to owners of the parent corresponds to net income (loss) attributable to owners of the parent; total equity corresponds to total net assets; basic earnings (losses) per share correspond to profit (loss) per share; and equity ratio corresponds to shareholders' equity ratio.

"Profit from business activities" on the consolidated statement of profit or loss is presented as a measure that enables continuous comparison and assessment of the Group's business performance. "Profit from business activities" is calculated by subtracting "cost of sales," "selling, general and administrative expenses," and "other expenses" from "revenue" and adding "share of profit (loss) of investments accounted for using the equity method" and "other income" to the resulting amount. "Other income" and "other expenses" consist of dividend income, gains or losses on sales of fixed assets, impairment losses on fixed assets, and others.

*1 U.S. dollar amounts in this report are translated from yen, for convenience only, at the rate of ¥133.53 = U.S.\$1, the exchange rate prevailing at March 31, 2023.

*2 The Company conducted a 1-for-10 reverse stock split on common shares on October 1, 2017. The interim dividend for FY2017 and data for FY2016 and earlier are calculated as if the reverse stock split had been conducted at the beginning of the respective fiscal years. Calculations of per-share data are based on these assumptions.

*3 Return on equity = profit attributable to owners of the parent / (total equity - share subscription rights - non-controlling interests)

*4 Return on assets = profit attributable to owners of the parent / total assets

*5 D/E ratio = interest-bearing debt / total equity

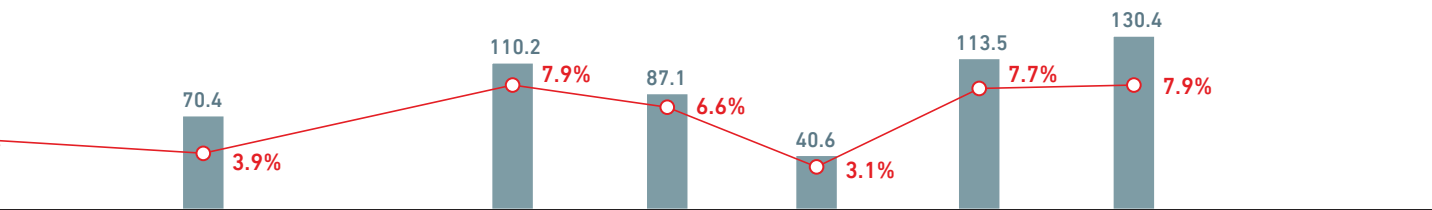
*6 Equity ratio = (total equity - share subscription rights - non-controlling interests) / total assets

*7 Dividend payout ratio = dividends / profit attributable to owners of the parent

*8 People in positions of section manager or higher

*9 MHI on a non-consolidated basis and Group companies (FY2019: 23, FY2020: 44, FY2021: 56, FY2022: 56)

*10 MHI on a non-consolidated basis and Group companies (FY2019: 157, FY2020: 156, FY2021: 158, FY2022: 163)



	← JGAAP 2018/3	IFRS→ 2018/3	2019/3	2020/3	2021/3	2022/3	2023/3	2023/3	
	2018 Medium-Term Business Plan						2021 Medium-Term Business Plan		Millions of U.S. dollars*1
	¥ 3,875.7	¥ 3,868.7	¥ 3,853.4	¥ 4,168.6	¥ 3,336.3	¥ 4,067.7	¥ 4,501.3	\$33,710	
	4,110.8	4,085.6	4,078.3	4,041.3	3,699.9	3,860.2	4,202.7	31,474	
	126.5	58.1	200.5	(29.5)	54.0	160.2	193.3	1,447	
	128.0	39.2	195.0	(32.6)	49.3	173.6	191.1	1,431	
	70.4	(7.3)	110.2	87.1	40.6	113.5	130.4	976	
	¥ 176.8	¥ 176.8	¥ 152.1	¥ 146.8	¥ 125.7	¥ 113.6	¥ 127.4	\$ 954	
	158.4	158.4	147.3	161.5	125.5	122.8	150.7	1,128	
	176.1	176.1	135.6	144.6	139.2	132.1	137.8	1,031	
	¥ 5,487.6	¥ 5,248.7	¥ 5,240.3	¥ 4,985.6	¥ 4,810.7	¥ 5,116.3	¥ 5,474.8	\$41,000	
	2,164.4	1,693.8	1,728.6	1,290.0	1,439.3	1,662.5	1,833.9	13,734	
	813.1	813.1	665.1	598.2	905.6	734.9	742.4	5,559	
	¥ 345.1	¥ 405.7	¥ 420.3	¥ 452.5	¥ (94.9)	¥ 285.5	¥ 80.8	\$ 605	
	(137.1)	(238.1)	(161.8)	(239.5)	(182.2)	16.3	(45.5)	(341)	
	207.9	167.5	258.4	212.9	(277.1)	301.8	35.3	264	
	(152.1)	(112.3)	(271.0)	(204.4)	221.7	(255.7)	(18.9)	(141)	
								U.S. dollars	
	¥ 209.82	¥ (21.79)	¥ 328.39	¥ 259.39	¥ 120.92	¥ 338.24	¥ 388.43	\$ 2,909	
	5,431.02	4,153.46	4,204.71	3,627.73	4,064.73	4,696.42	5,183.10	38,815	
	120.00	120.00	130.00	150.00	75.00	100.00	130.00	0,973	
	54.2%	55.1%	54.0%	52.0%	47.4%	51.1%	57.0%		
	3.1%	1.4%	4.6%	(0.7)%	1.5%	4.2%	4.6%		
	3.9%	(0.5)%	7.9%	6.6%	3.1%	7.7%	7.9%		
	1.3%	(0.1)%	2.1%	1.7%	0.8%	2.3%	2.4%		
	38%	48%	38%	46%	63%	44%	40%		
	33.3%	26.6%	26.9%	24.4%	28.4%	30.8%	31.8%		
	57.2%	—	39.6%	57.8%	62.0%	29.6%	33.5%		

Non-financial indexes

	Scope of data	2018/3	2019/3	2020/3	2021/3	2022/3	2023/3
Number of employees	Consolidated	81,631	79,974	77,991	76,859		
Number of overseas employees	Consolidated	30,501	29,425	29,032	29,317		
Number of female managers*8	Non-consolidated	106	123	162	157		
Industrial accident frequency rate	*9	0.25	0.35	0.34	0.43		
Total energy consumption (GWh)	*10	2,115	1,835	1,882	1,862		
Greenhouse gas (CO ₂) emissions (Kilotons)	*10	711	550	544	530		
Scope 1 (Kilotons)	*10	185	151	173	168		
Scope 2 (Kilotons)	*10	526	399	371	362		
Social contribution expenses (Billions of yen)	Consolidated	1.3	1.2	1.1	1.2		