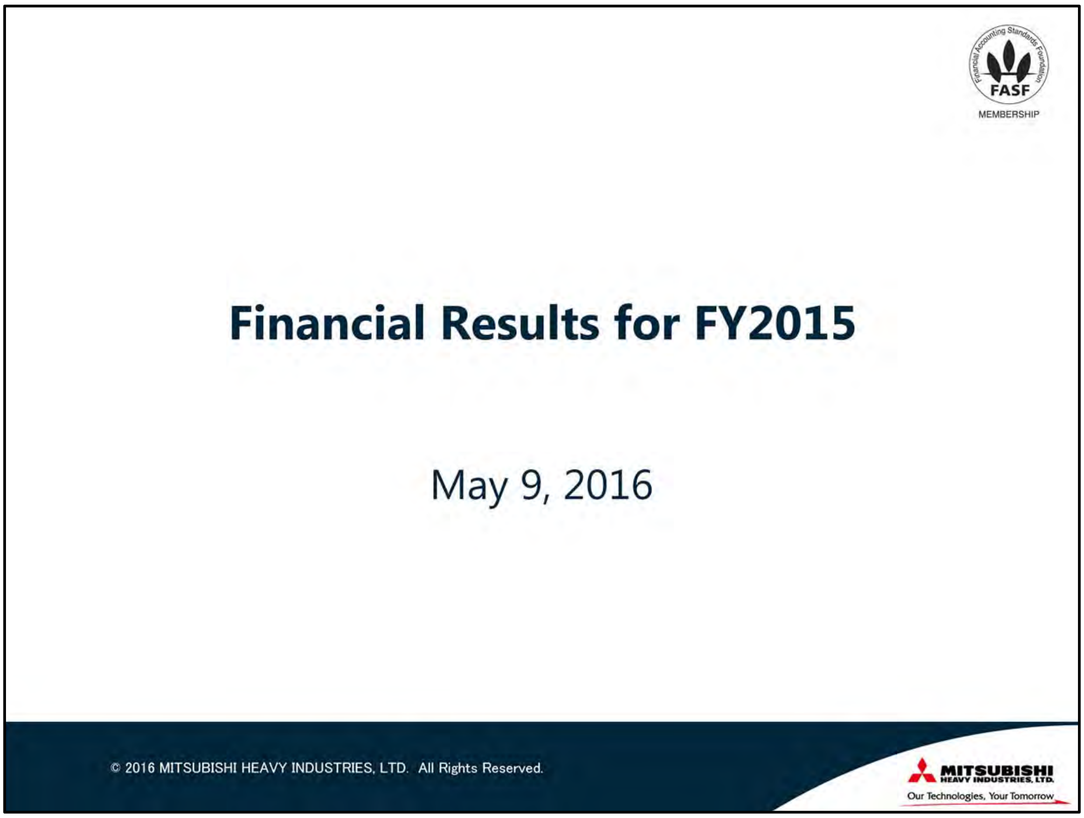

Here, we present an overview of MHI's financial results for FY2015, the period from April 2015 through March 2016.

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Ⅰ. Financial Results for FY2015
(Finance, Segment Information)

Summary of Financial Results for FY2015

MITSUBISHI HEAVY INDUSTRIES, LTD.

(In billion yen)

	FY2013	FY2014	FY2015	Change	
Orders received	3,420.0	4,699.1	4,485.5	-213.5	- 4.5%
Net sales	3,349.5	3,992.1	4,046.8	+54.6	+1.4%
Operating income	(6.2%) 206.1	(7.4%) 296.1	(7.6%) 309.5	+13.3	+4.5%
Ordinary income	(5.5%) 183.1	(6.9%) 274.7	(6.7%) 272.5	- 2.2	- 0.8%
Extraordinary gain/loss	31.2	-42.0	-139.8	-97.7	-
Net income attributable to owners of parent (*)	(4.8%) 160.4	(2.8%) 110.4	(1.6%) 63.8	-46.5	- 42.2%
ROE	11.0%	6.5%	3.7%	- 2.8pt	-
EBITDA	(10.4%) 346.8	(11.7%) 465.0	(11.9%) 479.6	+14.5	+3.1%

Breakdown of FY2015 Extraordinary gain/loss (-139.8)

<Extraordinary gain>
-Gain on sales of fixed assets 5.6 etc.

<Extraordinary loss>
-Loss on cruise ship construction business -103.9
-Business structure improvement expenses -47.2 etc.

(*) In FY2013, FY2014 : Net income

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This table presents a summary of the Company’s FY2015 results.

Orders received totaled 4,485.5 billion yen, a decrease of 213.5 billion yen from the previous year. The decline was due primarily to delays in the booking of some large-scale orders.

Net sales finished at 4,046.8 billion yen, up by 54.6 billion yen. This marked the first time ever that the Company’s net sales topped 4,000 billion yen.

Operating income increased by 13.3 billion yen year-on-year, to 309.5 billion yen, and the operating margin was 7.6%. This result was attributable to the fact that gross profit growth exceeded the year’s increase in SG&A expenses, and we believe it reflects steady growth in the Company’s earning capacity.

Ordinary income reached 272.5 billion yen, down by 2.2 billion yen from the level of FY2014.

The term’s extraordinary loss calculated to 139.8 billion yen, constituting a further deterioration from the preceding year by 97.7 billion yen. This owed largely to the booking of 103.9 billion yen in losses incurred in conjunction with cruise ships under construction. As a result, full-term profit attributable to owners of parent (hereafter, net income) undershot the year-earlier level by 46.5 billion yen, finishing at 63.8 billion yen.

As a result of the foregoing, ROE ended the term at a modest 3.7%. EBITDA, however, increased by 14.5 billion yen year-on-year, indicating steady improvement in the earning capacity of the Company’s core businesses.

Financial Results for FY2015 by Segment

(In billion yen)

	Orders received			Net sales			Operating income		
	FY2014	FY2015	Change	FY2014	FY2015	Change	FY2014	FY2015	Change
Energy & Environment	1,923.6	2,005.0	+81.4	1,599.5	1,542.7	- 56.7	162.6	154.6	- 8.0
Commercial Aviation & Transportation Systems	999.2	607.1	- 392.1	529.5	548.5	+18.9	23.4	54.5	+31.0
Integrated Defense & Space Systems	417.4	447.7	+30.3	483.9	485.0	+1.1	28.5	25.7	- 2.7
Machinery, Equipment & Infrastructure (*)	1,344.7	1,392.5	+47.7	1,347.4	1,432.3	+84.8	87.7	80.0	- 7.6
Others (*)	150.7	162.8	+12.1	154.9	177.3	+22.3	10.3	12.6	+2.2
Eliminations or Corporate	- 136.7	- 129.8	+6.8	- 123.3	- 139.2	- 15.8	- 16.6	- 18.1	- 1.5
Total	4,699.1	4,485.5	- 213.5	3,992.1	4,046.8	+54.6	296.1	309.5	+13.3

(*) Changes in business domains
・Due to business domain reorganization, certain businesses have been re-assigned as "Machinery & Infrastructure System" from "Others".
・Results for FY2014 are in accordance with the new business domain structure.

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This table presents a breakdown of the FY2015 financial results by business segment. Details will be discussed later, but here we offer an overview of the operating income results.

Operating income finished up significantly year-on-year in the Commercial Aviation & Transportation Systems segment. This positive outcome derived from enhanced efficiency in the production of commercial aircraft parts for Boeing, coupled with merits from yen depreciation.

The other three segments, Energy & Environment, Integrated Defense & Space Systems and Machinery, Equipment & Infrastructure ended slightly below their respective levels of FY2014.

Balance Sheets

(In billion yen)

	As of March 31, 2014	As of March 31, 2015	As of March 31, 2016	Changes
Trade receivables	1,188.9	1,291.2	1,205.6	-85.5
Inventories	1,150.9	1,324.8	1,332.3	+7.5
Other current assets	841.0	935.8	988.1	+52.2
Total fixed assets	1,101.5	1,196.3	1,265.9	+69.6
Investments and advances	603.5	772.0	699.6	-72.3
Total assets	4,886.0	5,520.3	5,491.7	-28.5
Trade payables	801.4	869.2	860.6	-8.5
Advance payments received on contracts	567.4	663.1	749.7	+86.5
Other current liabilities	785.4	892.3	831.1	-61.1
Interest-bearing debt	957.4	975.5	1,052.1	+76.5
Net Assets	1,774.2	2,120.0	1,998.0	-121.9
Net worth (owners equity)	1,543.3	1,780.7	1,679.7	-101.0
Total liabilities and net assets	4,886.0	5,520.3	5,491.7	-28.5

Accumulated other comprehensive income −126.1
(Foreign currency translation adjustments,
Net unrealized losses on investment securities, etc.)

Here, we present the Company's balance sheets as of the end of FY2015.

Total assets decreased 28.5 billion yen year-on-year, to 5,491.7 billion yen. Under the impact of large-scale M&A's and expanding business scale, the balance sheets are in an expansionary trend. Going forward, we will continue to strive Companywide to streamline our balance sheets.

The major factors affecting year-on-year changes were as follows.

Total fixed assets increased by 69.6 billion yen from FY2014, to 1,265.9 billion yen. The increase owed chiefly to the booking of goodwill accompanying the acquisition of UniCarriers Corporation.

Inventories increased only 7.5 billion yen year-on-year despite the Company's overall expansion in business scale. We believe this modest increase owed to progress in making production more efficient.

Investments and advances decreased 72.3 billion yen from FY2014, to 699.6 billion yen. The decrease was attributable largely to valuation losses on securities amid the declining stock market.

Trade payables decreased 8.5 billion yen, to 860.6 billion yen. Advance payments received on contracts increased by 86.5 billion yen, to 749.7 billion yen.

Interest-bearing debt increased 76.5 billion yen year-on-year. The increase owed primarily to two factors: the incorporation of loans held by UniCarriers Corporation into the consolidated account, and increased financing in conjunction with Mitsubishi Nichiyu Forklift Co., Ltd. Excluding those two factors, interest-bearing debt decreased from the level of FY2014.

Net assets ended the term at 1,998.0 billion yen, a decrease of 121.9 billion yen year-on-year. The decrease owed largely to a decline in comprehensive income from foreign currency translation adjustments and valuation losses on securities.

One management aspect on which the Company focuses is the relationship between a) trade payables + advance payments received on contracts and b) inventories. At the end of FY2013, for example, trade payables + advance payments received on contracts totaled 1,368.8 billion yen, which was some 200 billion yen more than the year’s inventories, which finished at 1,150.9 billion yen. In FY2015, trade payables + advance payments received on contracts reached near 1,600 billion yen, which was some 300 billion yen more than the year’s inventories, which were near 1,300 billion yen. This means that the Company has somewhat ample production funds, a favorable situation seen as the result of focusing on cash flows in recent years.

Main Financial Targets, Cash Flows

Main Financial Targets

	FY2013	FY2014	FY2015	Change
Equity ratio	31.6%	32.3%	30.6%	-1.7pt
Interest-bearing debt (In billion yen)	957.4	975.5	1,052.1	+76.5
D/E ratio	54%	46%	53%	+7pt

Cash Flows

(In billion yen)

	FY2013	FY2014	FY2015
Operating activities Cash Flow	296.2	212.8	270.0
Investing activities Cash Flow	-151.5	-174.1	-262.4
Free Cash Flow	144.6	38.6	7.5

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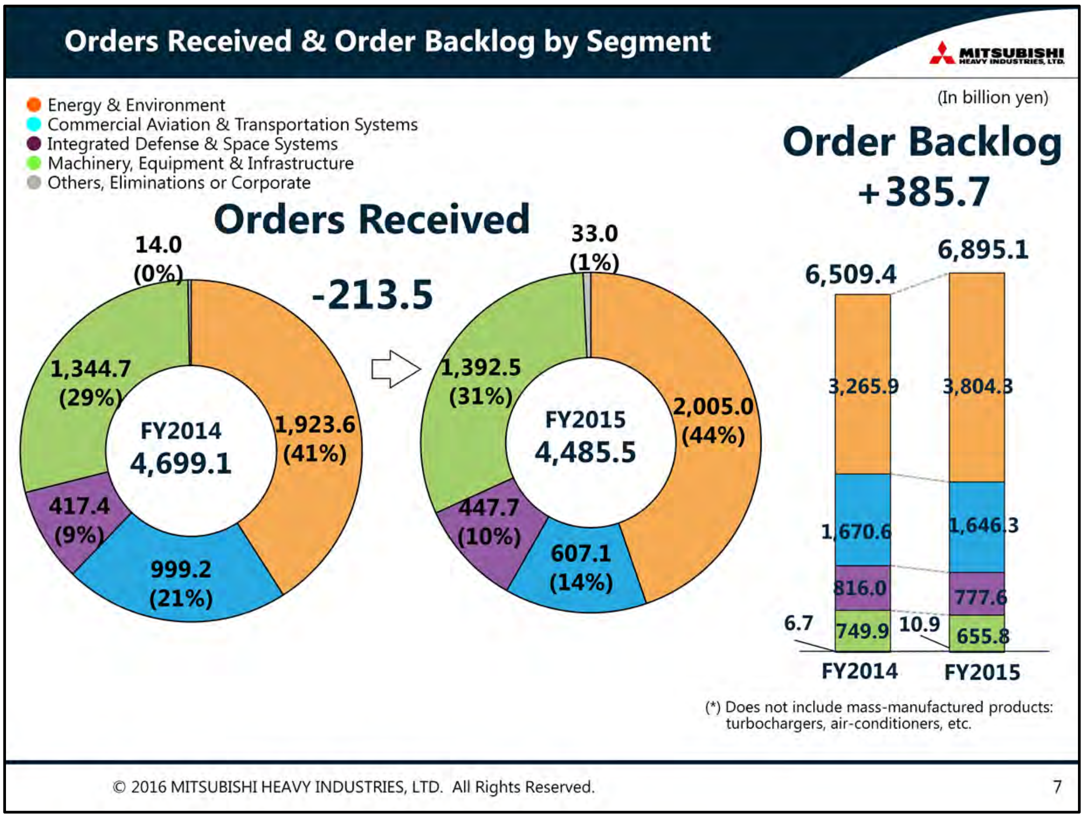
Here we present our main financial indicators and cash flows.

Compared to the end of FY2014, our equity ratio decreased by 1.7 point, interest-bearing debt increased by 76.5 billion yen, and the debt/equity ratio increased by 0.07.

The cash flow from investing activities ended the term at -262.4 billion yen, the result reflects our investment of approximately 100 billion yen to acquire UniCarriers. The cash flow from operating activities meanwhile totaled 270 billion yen. As a result, the free cash flow finished the year in the plus column, exceeding the most recent forecast of -50 billion yen.



Now we turn to FY2015's results by segment.

No major changes took place in the breakdown of orders received.

The order backlog reached 6,895.1 billion yen, up 385.7 billion yen year-on-year due to the increase marked in the Energy & Environment segment. This figure does not include orders booked during the term, as in the case of mass-manufactured products; this equated to about two years of work volume. We view two years as an appropriate level given the Company's production capabilities.

Orders Received & Order Backlog by Segment

MITSUBISHI HEAVY INDUSTRIES, LTD.

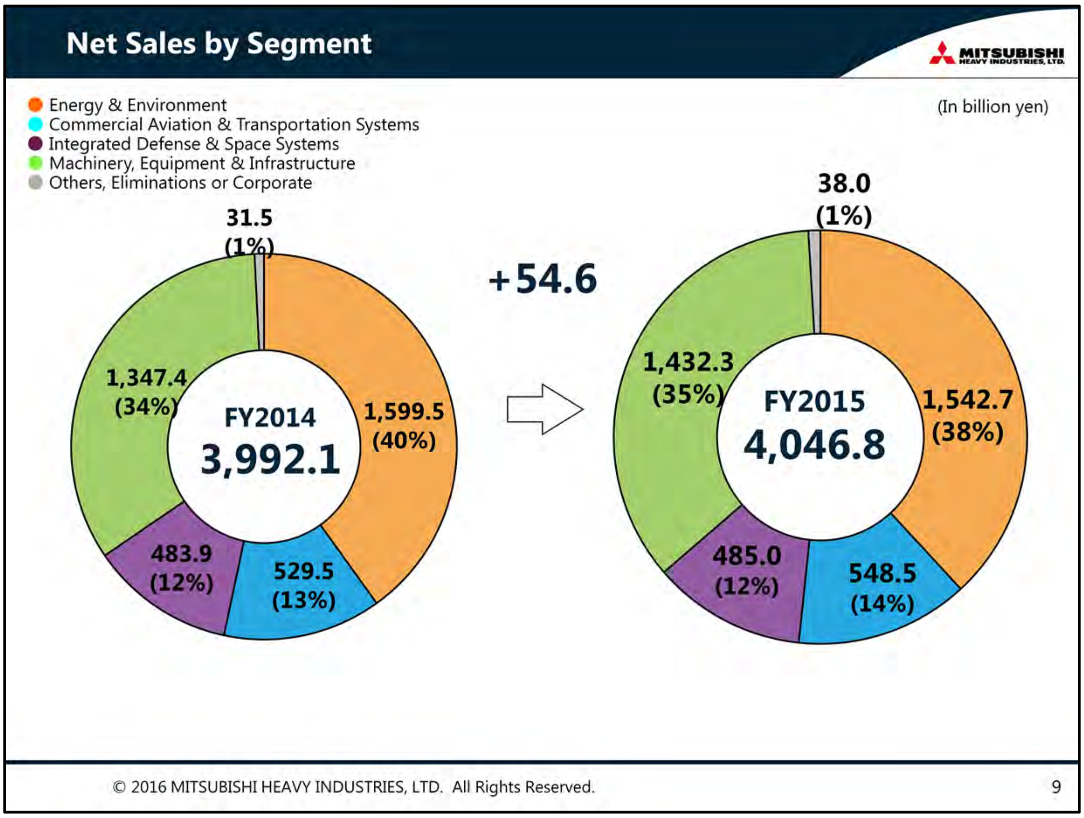
- **Energy & Environment**
  - Increase in orders received for GTCC(*), chemical plants, etc.

- **Commercial Aviation & Transportation Systems**
  - Decreases in orders received for transportation systems and MRJ business, following large-scale orders received in FY2014.

- **Integrated Defense & Space Systems**
  - Increased orders received in both defense and space systems.

- **Machinery, Equipment & Infrastructure**
  - Increased orders received due to merits from metals machinery business merger and scale expansion in turbochargers, air-conditioning & refrigeration, and forklift trucks.

(*) GTCC:
Gas Turbine Combined Cycle



Here we see a breakdown of net sales by segment.

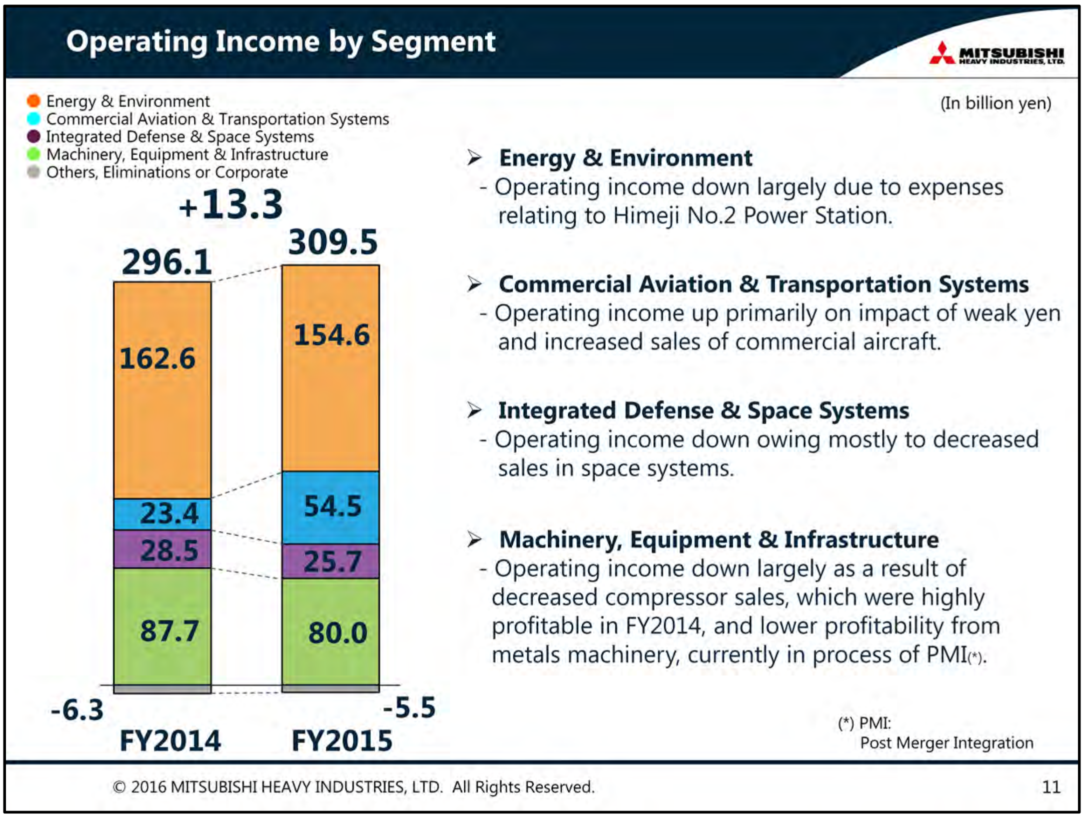
Net Sales by Segment

- **Energy & Environment**
  -Net sales down in thermal power plants, etc.

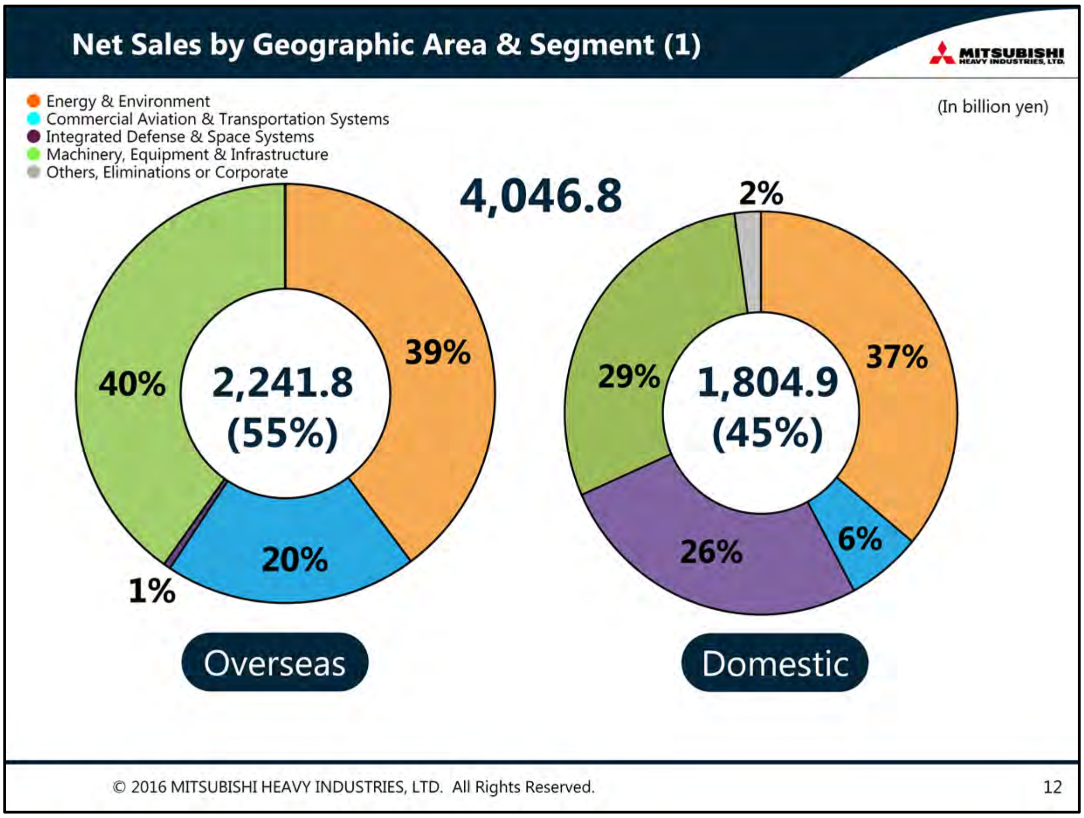
- **Integrated Defense & Space Systems**
  - Net sales on par with previous year.

- **Commercial Aviation & Transportation Systems**
  - Net sales up primarily in commercial aircraft.

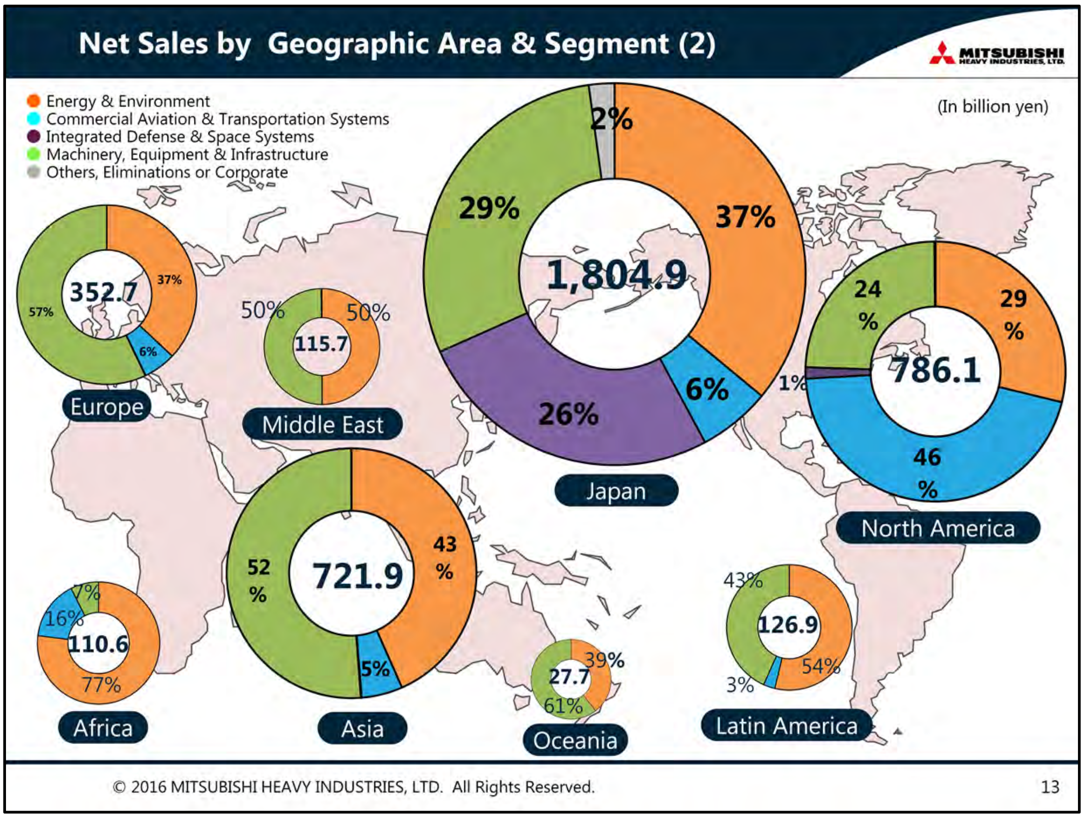
- **Machinery, Equipment & Infrastructure**
  - Increased net sales due to merits from metals machinery business merger and scale expansion in turbochargers, air-conditioning & refrigeration, and forklift trucks.



Operating income increased 13.3 billion yen from the year-earlier level, to 309.5 billion yen. Income were down in the Energy & Environment segment but up in the Commercial Aviation & Transportation Systems segment.



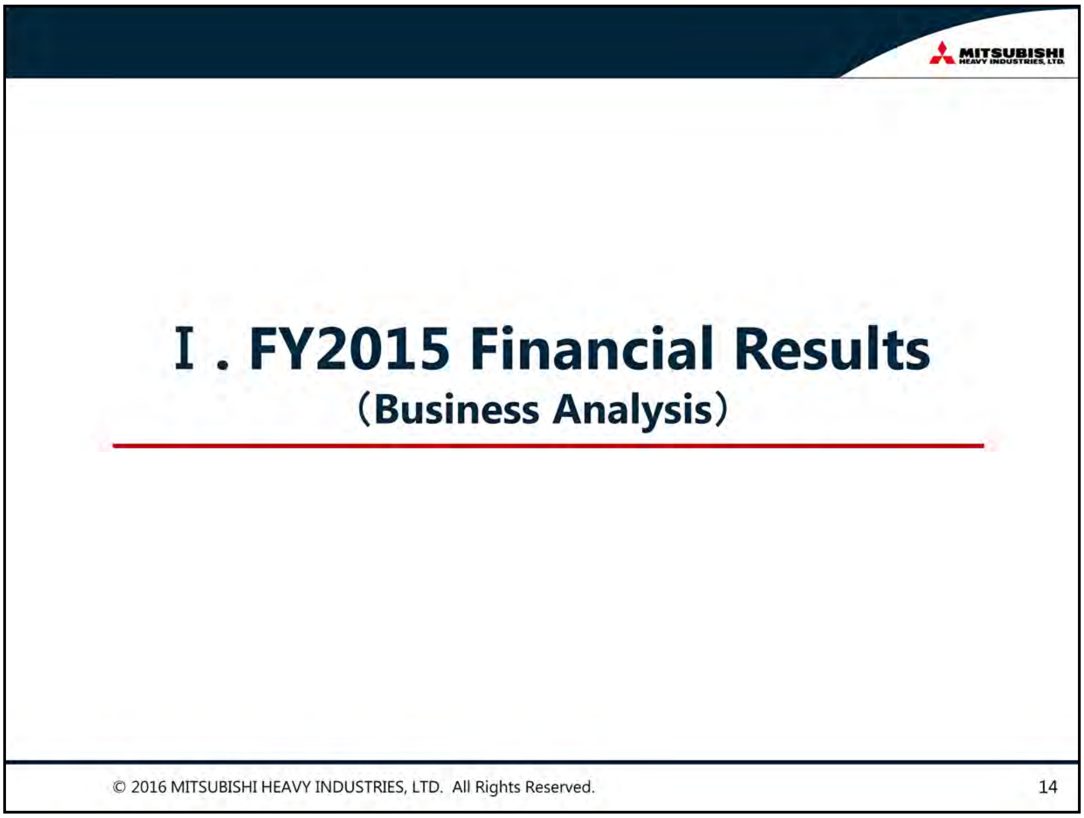
Here we see a breakdown, by segment, of the Company's global and domestic sales. Overseas sales accounted for 55% of total sales, exceeding the share coming from sales in the Japanese home market.



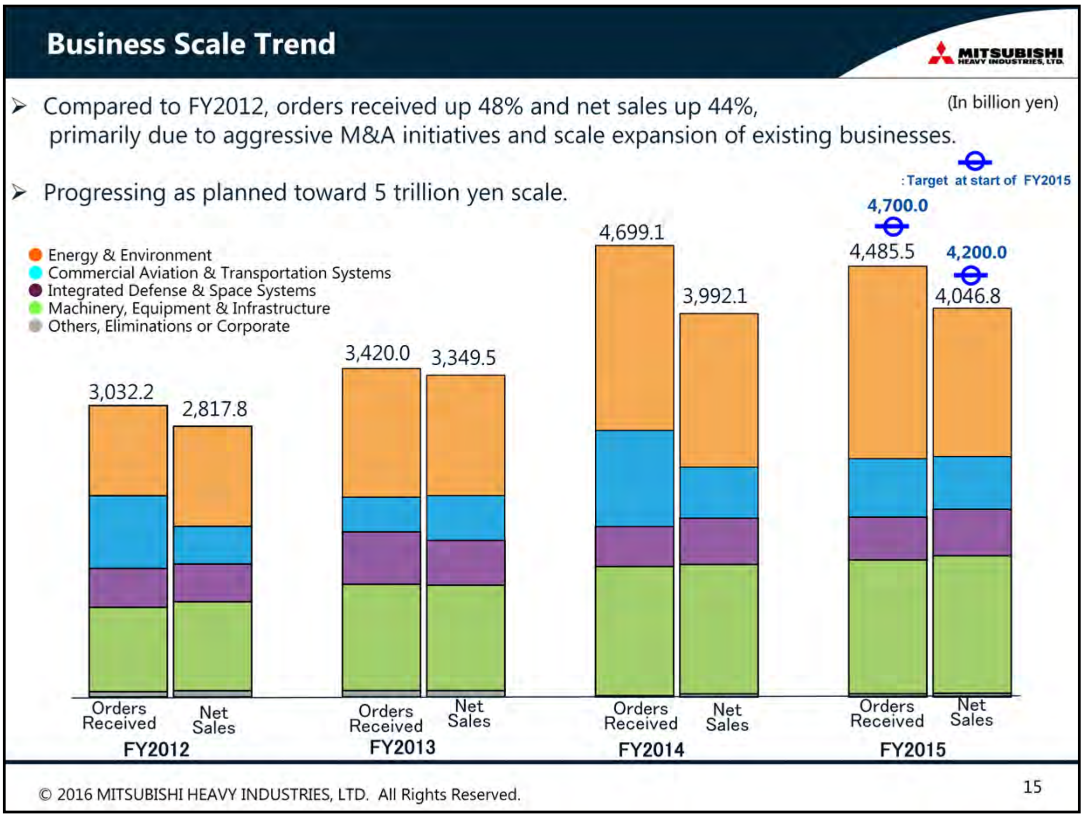
Here we see sales breakdowns, by segment, in the various regions.

In light of our increasing reliance on overseas market, we believe it is important for sales to be well-balanced in every region, to enable us to respond to fluctuations in the global economy.

Variations do exist between regions and products – as illustrated by the high percentage of North American sales coming from the Commercial Aviation & Transportation Systems segment to Boeing. In our view, however, we think good balances are gradually being achieved.

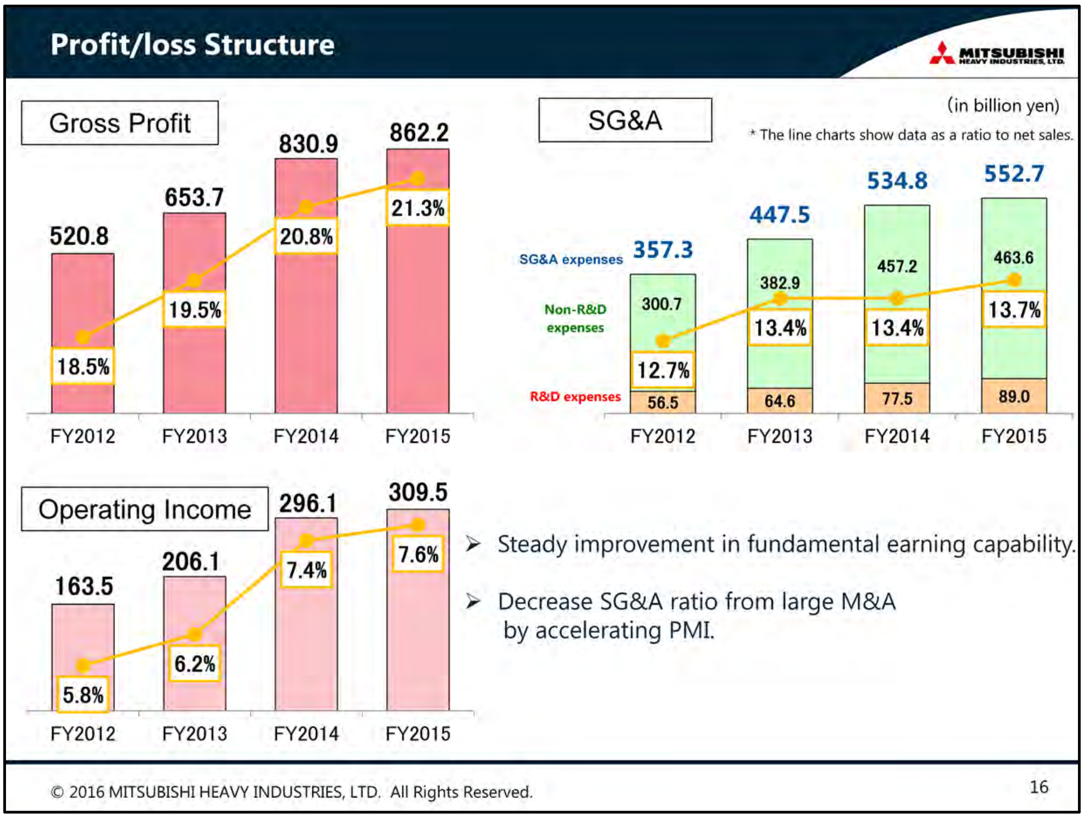


Now, we present our view of the Company's current business picture based on the results recorded in FY2015.



In our 2015 Medium-Term Business Plan – which covers the 2015, 2016 and 2017 fiscal years – we are aiming to become a highly profitable company with a business scale of 5 trillion yen.

Regarding business scale, although orders received were down slightly – mainly because of delayed receipt of large-scale orders to FY2016 – we are making steady progress toward our goal of 5 trillion yen.

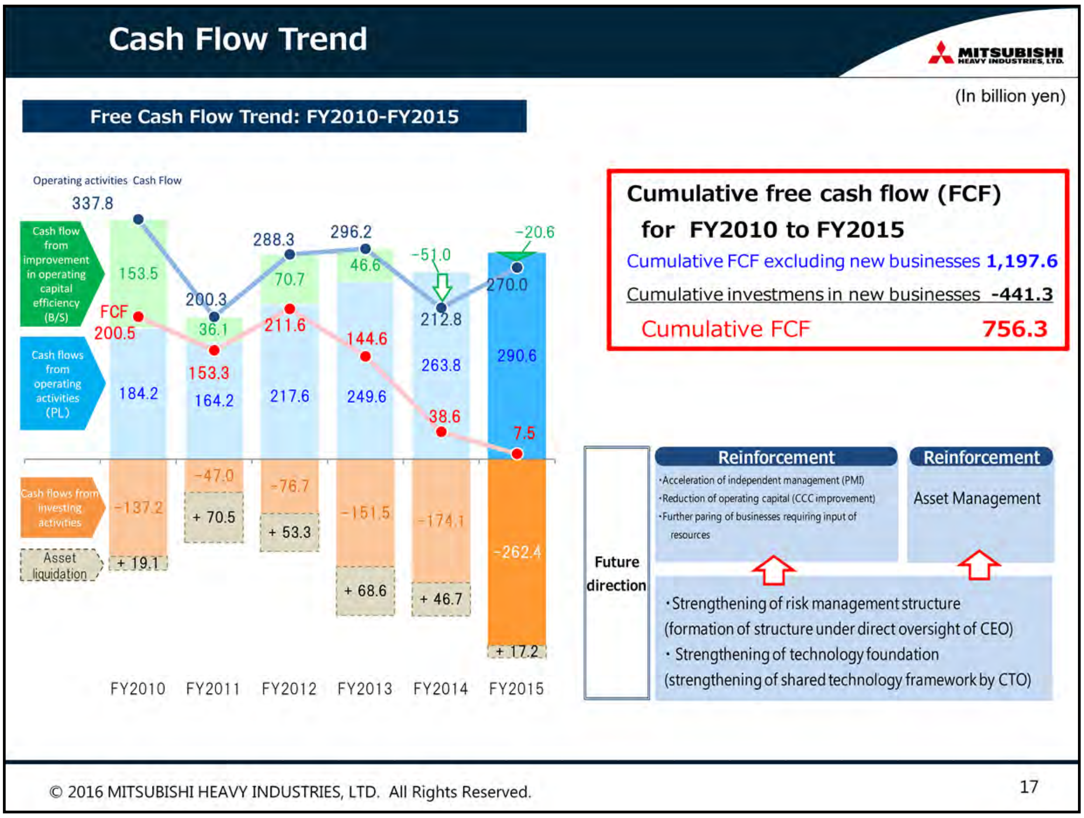


Next, we will show our profit/loss structure.

Gross profit, which serves as an indicator of the Company's earning capability, grew substantially between FY2012 and FY2015. In FY2015 our gross profit reached a record high of 862.2 billion yen, bringing 1 trillion yen within reach in the coming years. Our gross profit margin is also improving rapidly.

In tandem with these trends, our operating margin is also gradually improving. SG&A expenses are also trending upward, however – as the result of large-scale M&A initiatives.

In the years ahead we will target maintaining our gross profit margin; and at the same time we will seek further improvement in our operating margin by reducing our SG&A costs through post merger integration process.



Next, I will present the situation of our cash flows, another important indicator for measuring the Company's profitability.

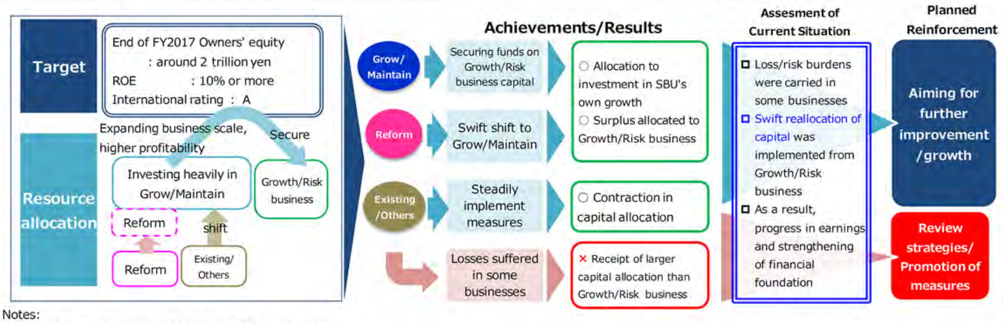
In FY2015, our cash flow from operating activities was negatively impacted by the losses sustained in our cruise ship construction business; and our cash flow from investing activities was affected by a near 100 billion yen outlay to acquire UniCarriers. As a result, we were expecting our free cash flow to finish in negative; ultimately, however, it ended on the plus side thanks to significant growth in our cash flow generated by increased income.

Starting with the 2010 Business Plan (FY2010-FY2012) MHI has undergone a management shift, placing greater importance on cash flows while simultaneously strengthening portfolio management with the introduction of a "strategic business evaluation" framework.

Measures for increasing cash flows broadly divide into two types: balance sheet improvement and income growth. When we launched management focused on cash flows, we first strove to improve our balance sheets. Now, while maintaining efficiency in that respect, we are generating cash flows through income expansion. Since MHI's businesses typically produce results from cash flows after about two years, I think profitability should be sustainable through the near term.

Portfolio Management Status
—Policy and Current Assessment for Each Business Position—

MITSUBISHI HEAVY INDUSTRIES, LTD.



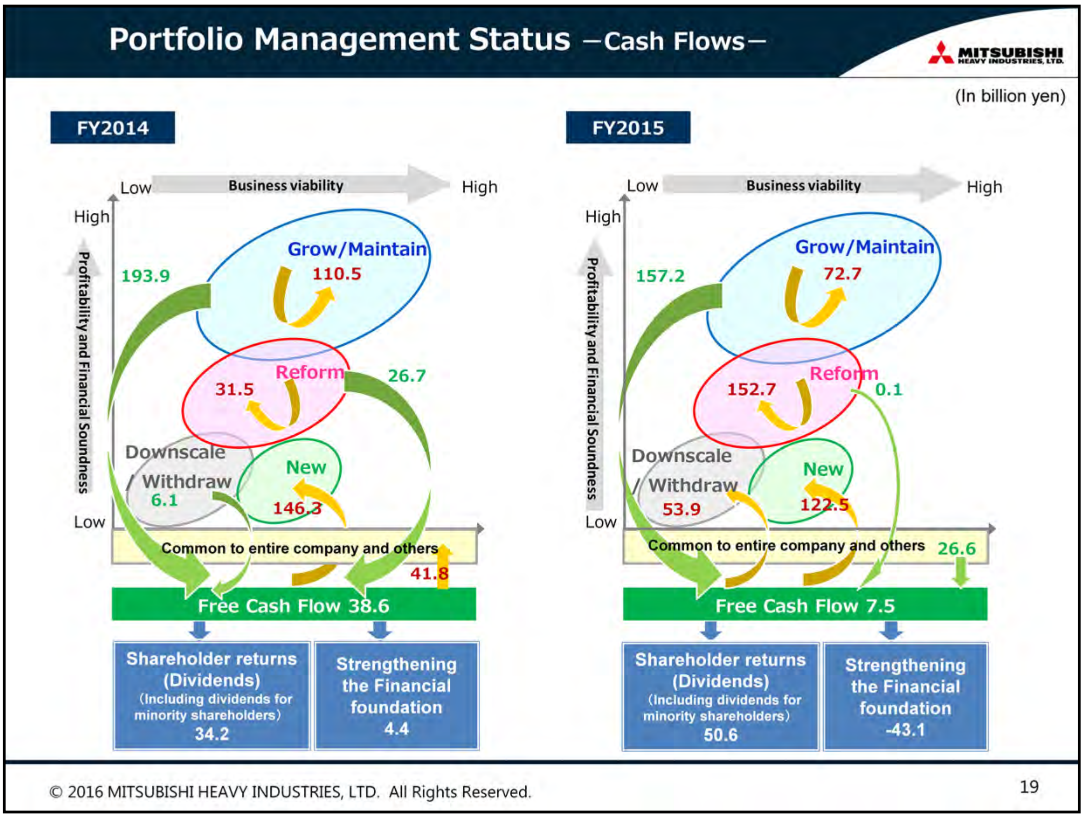
Notes:
Existing/Others: "Downscale/Withdraw" SBUs, corporate
Growth/Risk: existing "New" SBUs, seed money for future growth investments, buffer against sudden risk

	FY2010	FY2011	FY2012	FY2013	FY2014	FY2015
EBITDA margin	8.1%	8.4%	10.0%	10.4%	11.7%	11.9%
Return on invested capital	1.06x	1.11x	1.14x	1.29x	1.37x	1.32x
Interest-bearing debt (D/E ratio)	1,325.6 (1.01)	1,157.1 (0.89)	1,031.2 (0.72)	957.4 (0.54)	975.5 (0.46)	1,052.1 (0.53)
Owners' equity※ (Owner's equity ratio)	1,262.0 (31.6%)	1,255.0 (31.7%)	1,378.6 (35.0%)	1,543.3 (31.6%)	1,780.7 (32.3%)	1,679.7 (30.6%)
ROE	2.4%	1.9%	7.4%	11.0%	6.5%	3.7%
International rating (S&P)	BBB+ (Stable)				BBB+ (Positive)	A− (Stable)

※ Owners' equity : Attributable to shareholders excluding minority stake

MHI, in its quest to become a highly profitable enterprise with a business scale exceeding 5 trillion yen, is currently targeting 2 trillion yen in owners' equity, ROE above 10%, and global ratings of "A" or higher.

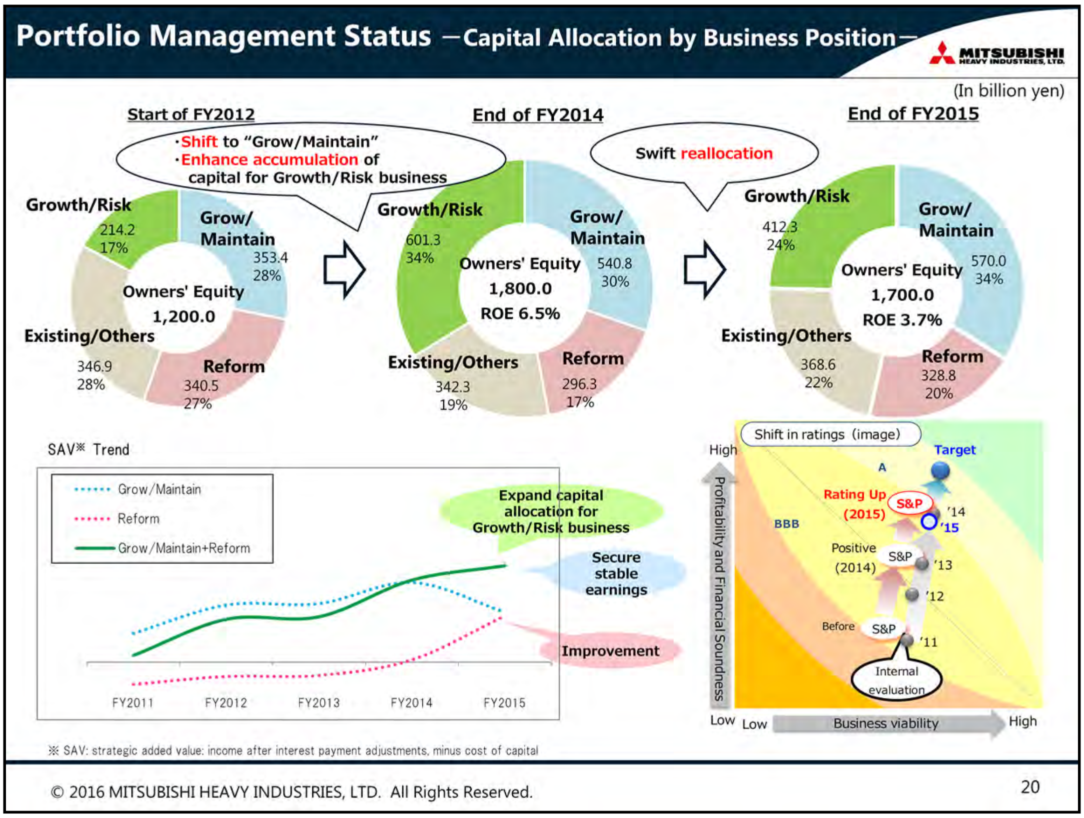
Today the Company is making steady progress in focusing its resources into – and securing returns from – its "Grow/Maintain" businesses. This progress is demonstrated by the fact that the greater part of our income from cash flows explained on page 15 is now generated by these businesses. Going forward, we will move swiftly to shift "Reform" businesses to "Grow/Maintain" businesses, and we will take resources now applied to "Existing/Others" businesses and allocate them to businesses in the "Grow/Maintain" and "New business/Risk" categories.



Here we see the cash flow cycles of the various business positions.

At MHI we divide our business operations into four business positions: Grow/Maintain, Reform, New and Downscale/Withdraw.

Grow/Maintain businesses, for example, generated a free cash flow of 157.2 billion yen in FY2015, and of the cash flow earned by these businesses, 72.7 billion yen was self-invested. The scale of such self-investment, however, was down from the 110.5 billion yen level expended in FY2014. What this means is that even as we have registered expansion in the business scale of our Grow/Maintain businesses, we are successfully conserving related investment. We believe this is a tangible illustration of our success in improving our capital efficiency.



Here, we show how the Company is allocating capital into the various business positions.

As shown in the graph at the bottom left, the SAV, or "strategic added value" – in other words, the economic added value – of the Grow/Maintain and Reform positions taken together is rising. This is thanks to significant improvement in the Reform category.

The circular graphs at the top indicate capital allocation by business position. In FY2016, while continuing to invest in new businesses – mainly on the MRJ – we are aiming to raise ROE, which was only 3.7% in FY2015, to 7.5%.

The figure at the lower right shows changes in our ratings. Both our internal and external evaluations are rising every year. In FY2015 we received an "A-" rating from Standard & Poor's. We believe we received this high evaluation for the management we have made in recent years. In the future we aim to acquire an "AA" rating.

Dividend Policy

MITSUBISHI HEAVY INDUSTRIES, LTD.

Basic policy

Provide shareholder returns, initially targeting a consolidated-based dividend payout ratio of around 30%, while maintaining a healthy balance of investment in future businesses and strengthening of net worth.

In the 2015 Medium-Term Business Plan, MHI is targeting 2 trillion yen in net worth to respond to future business opportunities and risks in global markets.

→ The Company will build a strong financial foundation by building up net worth to 2 trillion yen while achieving ROE of above 10%.

Accordingly, during the 2015 Business Plan the Company will decide dividend levels while keeping a close watch on the following 3 points:
- Progress in building net worth up to 2 trillion yen
- Volume of future business opportunities and risk
- Progress in improving ROE

Dividend (for the last three years)

	Dividends per Share		Net Income (In billion yen)	Consolidated dividend payout ratio
FY2013	8.0 yen	(Interim: 4yen/year-end: 4yen)	160.4	16.7%
FY2014	11.0 yen	(Interim: 5yen/year-end: 6yen)	110.4	33.4%
FY2015	12.0 yen	(Interim: 6yen/year-end: 6yen)	63.8	63.1%

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For FY2015 we are scheduled to allocate a dividend per share of 12 yen. In reflection of the term’s reduced net income, the dividend payout ratio increased to 63.1%.

Ⅱ. Forecast for FY2016

Forecasts regarding future performance in these materials are based on judgment made in accordance with information available at the time this presentation was prepared. As such, those projections involve risks and insecurity. For this reason, investors are recommended not to depend solely on these projections for making investment decision. It is possible that actual results may change significantly from these projections for a number of factors. Such factors include, but are not limited to, economic trends affecting the Company's operating environment, currency movement of the yen value to the U.S. dollar and other foreign currencies, and trends of stock markets in Japan. Also, the results projected here should not be construed in any way as being guaranteed by the company.

Summary of Forecast for FY2016

(In billion yen)

	FY2015 (Actual)		FY2016 (Forecast)		Change	
Orders received		4,485.5		5,000.0	+514.4	+11.5%
Net sales		4,046.8		4,400.0	+353.1	+8.7%
Operating income	(7.6%)	309.5	(8.0%)	350.0	+40.4	+13.1%
Ordinary income	(6.7%)	272.5	(7.5%)	330.0	+57.4	+21.1%
Net income attributable to owners of parent	(1.6%)	63.8	(3.0%)	130.0	+66.1	+103.7%
ROE		3.7%		7.5%	+3.8pt	-
EBITDA	(11.9%)	479.6	(12.3%)	540.0	+60.3	+12.6%
Free cash flow		7.5		130.0	+122.4	-
Dividend (per share)		12.0yen Interim: 6.0yen year-end: 6.0yen		12.0yen Interim: 6.0yen year-end: 6.0yen		

<exchange rate>
US$ 1.00 = ¥110
Euro 1.00 = ¥125
<undetermined amount>
US$: 2.7 billion
Euro: 0.4 billion

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Here we see our results forcasts for FY2016.

We are targeting orders received in the amount of 5,000 billion yen, including approximately 200 billion yen from orders delayed from FY2015. Our other targets look for net sales of 4,400 billion yen, operating income of 350 billion yen, an operating margin of 8.0%, and net income of 130 billion yen.

We believe that, given our current cash flows, the situation of our balance sheets, and the quality of our order backlog work, all of these targets should be achievable.

Our other targets are ROE of 7.5%, EBITDA of 540 billion yen, free cash flow of 130 billion yen, and a dividend per share of 12 yen.

In our announcement of financial results dated May 9 (Japanese version, page 16) we included a note concerning the thermal power plant boiler construction project underway in the Republic of South Africa by Mitsubishi Hitachi Power Systems, Ltd., a joint venture with Hitachi, Ltd.

This concludes our presentation of MHI’s financial results for FY2015.

Forecast for FY2016 by Segment

(In billion yen)

	Orders received			Net sales			Operating income		
	FY2015 (Actual)	FY2016 (Forecast)	Change	FY2015 (Actual)	FY2016 (Forecast)	Change	FY2015 (Actual)	FY2016 (Forecast)	Change
Energy & Environment	2,005.0	2,100.0	+94.9	1,542.7	1,700.0	+157.2	154.6	190.0	+35.3
Commercial Aviation & Transportation Systems	607.1	700.0	+92.8	548.5	550.0	+1.4	54.5	30.0	- 24.5
Integrated Defense & Space Systems	447.7	400.0	- 47.7	485.0	400.0	- 85.0	25.7	26.0	+0.2
Machinery, Equipment & Infrastructure	1,392.5	1,700.0	+307.4	1,432.3	1,700.0	+267.6	80.0	110.0	+29.9
Others	162.8	200.0	+37.1	177.3	160.0	- 17.3	12.6	14.0	+1.3
Eliminations or Corporate	- 129.8	- 100.0	+29.8	- 139.2	- 110.0	+29.2	- 18.1	- 20.0	- 1.8
Total	4,485.5	5,000.0	+514.4	4,046.8	4,400.0	+353.1	309.5	350.0	+40.4

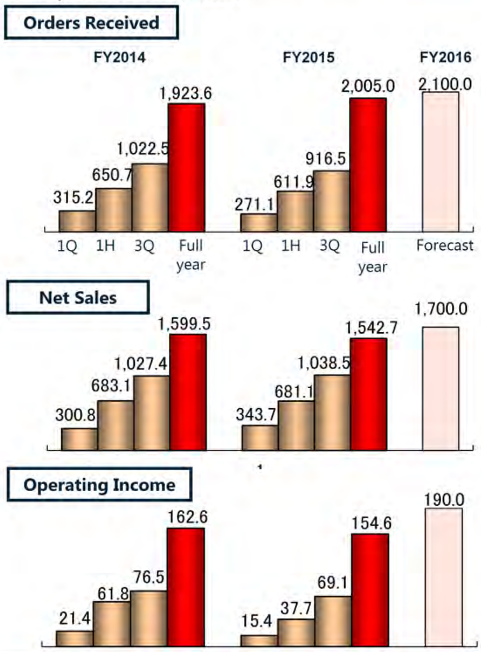
Ⅲ. Supplementary Information

Supplementary Information ① Financial Results by Business Segment

< Energy & Environment >

MITSUBISHI HEAVY INDUSTRIES, LTD.

(In billion yen, accumulated amount)



Orders received : Up ¥81.4 billion YoY

-Exceeded previous year's due to increases in GTCC, large-scale chemical plant orders, etc.

[Gas turbine orders received]

		North America	Asia	Japan	Others	Total
FY2014	Large size	7	4	2	-	13
	Small to medium size	-	5	7	20	32
	Total	7	9	9	20	45
FY2015	Large size	2	6	4	5	17
	Small to medium size	-	1	1	13	15
	Total	2	7	5	18	32

[Backlog of Gas turbine orders received]

	Large size	Small to medium size	Total
As of Mar 31 2015	34	33	67
As of Mar 31 2016	42	35	77

Net sales : Down ¥56.7 billion YoY

-Despite increased sales of chemical plants, etc., overall year-on-year decrease attributable to lower sales of thermal power plants, etc.

Earnings : Down ¥8.0 billion YoY

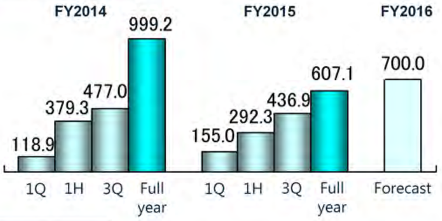
-Decreased from previous year primarily due to booking of costs related to Himeji No.2 Power Station.

Supplementary Information ① Financial Results by Business Segment

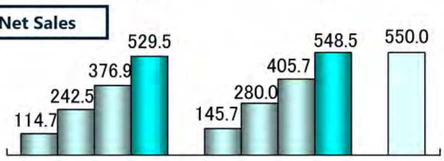
< Commercial Aviation & Transportation Systems >

(In billion yen, accumulated amount)

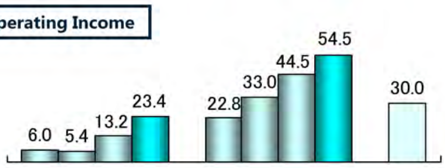
Orders Received



Net Sales



Operating Income



Orders received : Down ¥392.1 billion YoY

-Decreased year-on-year owing to order decreases for transportation systems and MRJ, after large-scale orders received in FY2014.

[Number of ships orders received]
FY2014: 11 (1Q: 3, 2Q: 3, 3Q: 1, 4Q: 4)
FY2015: 16 (1Q: 4, 2Q: 2, 3Q: 5, 4Q: 5)
[Backlog of ship orders] 34
(11 LNG carriers, 9 LPG carriers, 5 patrol vessels and others)

Net sales : Up ¥18.9 billion YoY

-Increased from FY2014 thanks in particular to increase in commercial aircraft.

[Number of B777s delivered]
FY2014: 98 (1Q: 26, 2Q: 24, 3Q: 26, 4Q: 22)
FY2015: 107(1Q: 28, 2Q: 27, 3Q: 25, 4Q: 27)

[Number of B787s delivered]
FY2014: 122 (1Q: 32, 2Q: 28, 3Q: 30, 4Q: 32)
FY2015: 126 (1Q: 32, 2Q: 31, 3Q: 29, 4Q: 34)

Earnings : Up ¥31.0 billion YoY

-Finished up year-on-year largely as a result of impact of weaker yen and increased sales of commercial aircraft.

Supplementary Information ① Financial Results by Business Segment

< Integrated Defense & Space Systems >

(In billion yen, accumulated amount)

Orders received : Up ¥30.3 billion YoY

-Increased from the year earlier amid increases in both defense and space systems.

Net sales : Up ¥1.1 billion YoY

-Finished on par with the year-ago level.

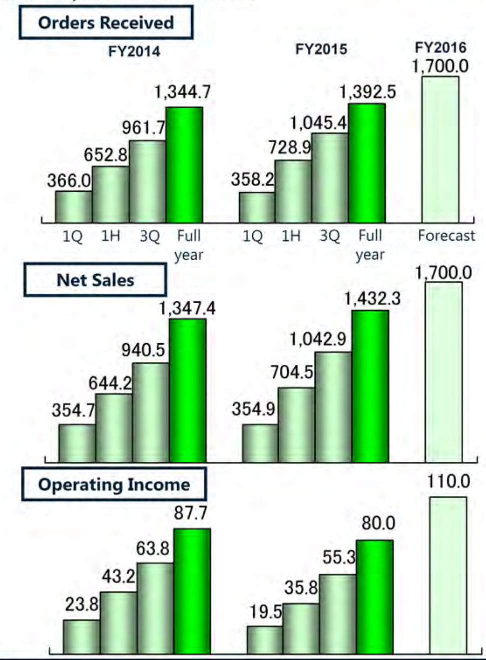
Earnings : Down ¥2.7 billion YoY

-Decreased from FY2014 largely as a result of decreased space systems sales.

Supplementary Information ① Financial Results by Business Segment

< Machinery, Equipment & Infrastructure >

(In billion yen, accumulated amount)



Orders received : Up ¥47.7 billion YoY

Net sales : Up ¥84.8 billion YoY

-Increased year-on-year from metals machinery post-merger integration merits and scale expansion in turbochargers, air-conditioners & refrigeration, and forklift trucks.

Earnings : Down ¥7.6 billion YoY

-Declined from previous year due to decreased sales of compressors, which had posted high profitability in FY2014, and reduced profitability in metals machinery, currently undergoing PMI.

(*) Changes in business domains
・Due to business domain reorganization, certain businesses have been re- assigned as "Machinery & Infrastructure System" from "Others".
・Results shown here are in accordance with the new business domain structure.

Supplementary Information ② Reference Data

1. R&D Expenses, Depreciation and Amortization-Capital Expenditure

(In billion yen)

	FY2011	FY2012	FY2013	FY2014	FY2015	FY2016 (Forecast)
R&D Expenses	121.4	120.0	138.5	145.5	150.6	150.0
Depreciation	126.2	119.4	134.9	157.0	158.7	170.0
Capital Expenditure	120.7	118.8	148.6	156.1	175.5	200.0

2. Cash Flows

(In billion yen)

	FY2011	FY2012	FY2013	FY2014	FY2015
Cash flows from operating activities	200.3	288.3	296.2	212.8	270.0
Cash flows from investing activities	-47.0	-76.7	-151.5	-174.1	-262.4
Free cash flows	153.3	211.6	144.6	38.6	7.5
Cash flows from financing activities	-183.6	-154.2	-136.6	-45.8	-23.1

3. Interest-Bearing Debt, D/E ratio

	FY2011	FY2012	FY2013	FY2014	FY2015
Interest-bearing debt (In billion yen)	1,157.1	1,031.2	957.4	975.5	1,052.1
D/E ratio	89%	72%	54%	46%	53%

4. Foreign Exchange Rates

(¥/US$)

	FY2011	FY2012	FY2013	FY2014	FY2015
Average rates for recording sales	81.0	83.6	100.1	109.4	119.7
(Reference)Rates at end of period	82.2	94.1	102.9	120.2	112.7

5. Employees

(Number of employees)

(Consolidated)	FY2011	FY2012
Shipbuilding & Ocean Development	3,966	3,708
Power Systems	18,754	18,966
Machinery & Steel Infrastructure Systems	8,914	8,814
Aerospace Systems	9,364	9,513
General Machinery & Special Vehicles	8,709	8,630
Others	18,914	18,582
Total	68,621	68,213
(Non-Consolidated)	(32,494)	(31,111)

(Consolidated)	FY2013	FY2014	FY2015
Energy & Environment	28,393	26,855	25,887
Commercial Aviation & Transportation Systems	8,182	7,129	7,428
Integrated Defense & Space Systems	6,477	6,022	6,281
Machinery, Equipment & Infrastructure	26,769	33,277	36,244
Others	10,762	8,562	8,092
Total	80,583	81,845	83,932
(Non-Consolidated)	(22,147)	(21,117)	(19,357)

6. Overseas Sales by Region

(In billion yen)

	FY2011		FY2012		FY2013		FY2014		FY2015	
North America	296.0	(10.5%)	379.0	(13.5%)	522.8	(15.6%)	680.3	(17.0%)	786.1	(19.4%)
Central & South America	142.1	(5.0%)	105.1	(3.7%)	104.0	(3.1%)	119.0	(3.0%)	126.9	(3.1%)
Asia	381.8	(13.5%)	457.6	(16.2%)	592.9	(17.7%)	682.5	(17.1%)	721.9	(17.8%)
The Middle East	68.7	(2.4%)	47.5	(1.7%)	78.6	(2.4%)	127.1	(3.2%)	115.7	(2.9%)
Europe	225.7	(8.0%)	217.5	(7.7%)	263.8	(7.9%)	354.0	(8.9%)	352.7	(8.7%)
Africa	51.6	(1.8%)	23.4	(0.8%)	67.3	(2.0%)	129.8	(3.3%)	110.6	(2.7%)
Oceania	14.8	(0.5%)	31.5	(1.1%)	21.5	(0.6%)	37.0	(0.9%)	27.7	(0.7%)
Total	1,181.0	(41.9%)	1,261.9	(44.8%)	1,651.2	(49.3%)	2,129.9	(53.4%)	2,241.8	(55.4%)

7. Segment Information by Geographic Distribution

(In billion yen)

		FY2011	FY2012	FY2013	FY2014	FY2015
Japan	Net Sales	2,621.7	2,565.6	2,873.9	3,141.2	3,057.3
	Operating income	105.2	136.7	189.5	263.2	248.6
North America	Net Sales	168.6	205.7	352.3	456.4	529.1
	Operating income	0.7	13.2	1.9	4.2	21.9
Asia	Net Sales	148.4	149.6	244.4	374.1	383.0
	Operating income	5.6	8.9	14.8	26.7	32.7
Europe	Net Sales	130.9	128.5	162.1	327.5	364.5
	Operating income	-1.5	4.7	-0.7	1.3	3.6
Others	Net Sales	20.0	17.1	28.9	89.9	100.1
	Operating income	1.8	-0.1	0.4	0.5	2.4
Eliminations or Corporate	Net Sales	-268.8	-248.8	-312.2	-397.2	-387.3
	Operating income	-	-	-	-	-
Total	Net Sales	2,820.9	2,817.8	3,349.5	3,992.1	4,046.8
	Operating income	111.9	163.5	206.1	296.1	309.5

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