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2018 Medium-Term Business Plan (FY2018—FY2020)

May 8, 2018 Mitsubishi Heavy Industries, Ltd. Shunichi Miyanaga, President and CEO



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Reference Materials

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•••Numerical Number by Segment, Each Business Strategy, etc

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I. Review of 2015 Medium-Term Business Plan

I-1. Key Business and Financial Results (1/2)





I-1. Key Business and Financial Results (2/2)



 Financial foundation strengthened beyond target, reaching a healthy level through measures including cash flow management, asset management, etc.



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FCF:Free Cash Flow CCC:Cash Conversion Cycle

I-2. Business Structure Reforms: Organization & Structure / Corporate Governance (1/3)



- Completed organizational/structural reforms over 8 years, starting from 2010 Business Plan.
- Almost completed corporate governance reforms launched in 2012 Medium-Term Business Plan.



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SBU : Strategic Business Unit ST : Shared Technology BPO : Business Process Outsourcing



Structural and directional improvements / activities

Business Area	Achievements	Globalization, outside collaboration	Increased productivity IoT / AI	Future Direction	
	Development of cross-SBU projects overseas	0			
Montroting	Achievement of advanced customer services (O&M support system, etc.)	0	0		
Marketing	Long-Term Growth Vision (future stream) activities (p.27)	0		 Operationalize and enhance 	
	Improvement of companywide sales and service education systems	0		process improvement	
	Expanded open innovation with global CoEs	0		outcomes	
Technolom	Engineering talent management system	0		 Nurture global managers Strengthen new business 	
rechnology	Digitalization of production processes	0	0		
	Configuration of common component code system		0		
	Introduction of global financial and accounting policies	0		creativity and integrate state-	
Finance	Expanded operation of global cash management	0	0	of-the-art technologies	
	Introduction of IT/automation of monitoring of business status, enhanced business process efficiency through RPA		0		
	Configuration of HR data base and use in planning successors	0	0	application of	
HR HR:Human Resources	Unification of business processes and systems		0	digitalization	
Procurement	Consolidation of suppliers, introduction of management tools		0		
	Reconfiguration of commercial aircraft SCM, Reform of procurement processes	0	0		

I-2. Business Structure Reforms: Risk Management (3/3)

Responded to new challenges and reinforced the risk management structure



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TC:Type Certificate SBU:StrategicBusinessUnit CEO:Chief Executive Officer CFO:Chief Financial Officer CTO:Chief Technology Officer

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II. 2018 Medium-Term Business Plan

II-1. Plan Context



2015 Medium-Term Business Plan – Reforms and crisis response –	2018 Medium-Term Busines – The first step to sustainable growth	s Plan trajectory –		
 Sluggish growth in business scale Earnings targets unachieved 	 Drive earnings recovery (productivity improvement, etc) Growth strategy and investment in business expanding needs of society Radical strengthening of business structure of M restructuring of thermal power business 	ansion that RJ and		
Business structure reforms completed	Embed reforms throughout the Group	Develop a culture focused		
Renovation and strengthening of risk management structure	Strengthen response capabilities to diverse risks → Controlled risk taking	on earnings and efficiency Build strong resilience		
Strengthening of financial foundation	Balance business growth with financial stability	against uncertainties Creative		
Preparation for shift to global management structure	Shift to global management structure → Streamline organization and human resources development	expansion of added value		



1. Corporate structure to achieve global-standard sustainability and growth potential



II-2. Basic Policies and Strategies (2/3)



TOP (Triple One Proportion) Concept Serving the needs of stakeholders and society in a sustainable and harmonious way Managerial goal (proportion) Net sales : Total assets : Market value = 1 : 1 : 1* * Future orientation: Total assets ≤1, Market value ≥1 Shared Social Values (ESG/SDGs) customers Prioritize efficiency and quality Provide products and savices matching castomer re-Net Sale Balance of maintaining sound financial base and growth Vide Stable Shareholder returns investment over the medium term Management Seek long-term and stable improvement in corporate **Total assets** value **Maintain** Long-term growth investment **Optimal** [Investment [Financial [Profitability] sound (including HR) efficiency] soundness) portfolio Total assets financial Net income Net sales **Employees / partners** ROE =hareholder (shuffle / maintain) Equity structure Net Profit 🗙 Financial Total Asset Quality and Earnings base **Investment base** margin turnover leverage efficiency

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ESG: Environment, Social, Governance

SDGs: Sustainable Development Goals

ROE: Return On Equity

II-2. Basic Policies and Strategies (3) – Long-term vision A MITSUBISHIES

MHI FUTURE STREAM In step with social evolution



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GTCC: Gas Turbine Combined Cycle Power Plant IGCC: Integrated coal Gasification Combined Cycle Power Plant SOFC: Solid oxide fuel cell

II-3. Overall Numerical Targets (1/3): After Application of IFRS A

	2015 Med Busines	ium-Term ss Plan		s Plan			
		J-GAAP					
	2015 Business Plan 3-y ear av erage	FY2017	FY2018		FY2018	FY2020 targets	Notes
	al el age	111.1yen/\$ 129.9yen/€	110yen/\$ 130yen/€	1	10yen/\$ 130yen/€	110yen/\$ 130yen/€	
Orders received	4,212.3	3,875.7	4,100.0		4,100.0	*2 5,000.0	*2 Including 400 billion y en
Net sales	4,023.9	4,110.8	4,200.0		4,200.0	^{*2} 5,000.0	in non-organic growth
Operating income (EBIT) *1	195.5 (4.9%)	126.5 (3.1%)	175.0 (4.2%)		160.0 (3.8%)	340.0 (6.8%)	Refer to the Reference 1 for the factor of increase in profit from FY2018 to FY2020
Net income	74.0	70.4	80.0		80.0	170.0	J
ROE	4.2%	3.9%	4%	*3	6%	11%	
FCF	106.6	207.9	50.0		50.0	200.0	
Debt/equity ratio	0.45	0.38	0.4	*3	0.4	0.4	*3 Reviewed total assets and shareholder equity in
Equity ratio	32.1 %	33.3%	35%	*3	28%	31%	accordance with change in valuation method of long term receivable
Interest-bearing debt	930.2	813.1	770.0		770.0	760.0	assets (see p.15)
Total assets	5,490.1	5,487.6	5,300.0	*3	5,100.0	5,300.0	
Dividend per share	120yen	120yen	130yen		130yen	180yen	

*1 Before Application of IFRS—Operating income, After Application of IFRS—EBIT(Including non-operating income and loss and extraordinary income and loss other than net financial revenue)

II-3. Overall Numerical Targets (2/3): Income Comparisons before/after Application of IFRS



		2018 Medium-Te	rm Business Plan			
		2015 Business Plan 3-year average	FY2017	FY2018	FY2020 targets	
			111.1yen/\$ 129.9yen/€	110yen/\$ 130yen/€	110yen/\$ 130yen/€	
	Net sales	4,023.9	4,110.8	4,200.0	5,000.0	
	Operating income	195.5	126.5	175.0	330.0	
	(Margin)	(4.9%)	(3.1%)	(4.2%)	(6.6%)	
Before	Net income	74.0	70.4	80.0	170.0	
IFRS	Net worth	1,761.3	1,824.7	1,850.0	2,050.0	
(J-GAAP)	Total assets	5,490.1	5,487.6	5,300.0	5,500.0	
	Equity ratio	32.1%	33.3%	35%	37%	
	ROE	4.2%	3.9%	4%	9%	
	EBIT			*2 160.0	*2 340.0	
	(Margin)			(3.8%)	(6.8%)	
	Net income			80.0	170.0	
After	Net worth *1	*1 Financial soundne	ess is maintained	1,450.0	1,650.0	
	Total assets *1	owing to changes in	how depreciable	5,100.0	5,300.0	
	Equity ratio *1	assets (MRJ, etc.) ar application of IFRS.	e measured with	28%	31%	
	ROE			6%	11%	

*2 Reflectes evaluation of the development costs of MRJ for each fiscal year (Refer to *1) ⇒ Development costs will hit a peak by FY2018 and decrease toward FY2020

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J-GAAP: Japanese Generally Accepted Accounting Principles IFRS: International Financial Reporting Standards ROE: Return On Equity EBIT: Earnings Before Interest and Tax

II-3. Overall Numerical Targets (3/3):CF and Asset Allocation

Invest in quick-impact scale expansion during this midterm plan based on • the strengthened financial foundations of the 2015 medium term business plan.

Regular operating CF during period 2018 Business Plan

* Not including MRJ and South Africa projects

CF income (net income + depreciation costs) BS improvement + asset management

Total

1,310 billion yen	Asset260 billion yenTotal1,760 billion yen					
10 billion yen *1	*1: BS improvement during 2015 Business					
1,320 billion yen	Plan. Work	ing capital to remain at current				

increase in business scale

BS improvement 500 billion yen

CF income

Actual results during 2015 Medium Term Business Plan

1,000 billion yen

Dynamic 960	Allocation	Shareholder returns 190 billion yen				
New businesses	Capital investment (productivity improvement)	Investment and lending	Capital investment (facility replacement)	Risk response	Reduction in interest-bearing debt *2	Dividends including dividends to non-controlling shareholders
580 billion yen	240 billion yen	140 billion yen	160 billion yen	50 billion yen	50 billion yen	190 billion yen

*2 Includes appropriation (90 billion yen) of CF (cash in hand) acquired ahead of schedule in FY2017 to reduce interest-bearing debt

CF: Cash Flow BS: Balance Sheet MRJ: Mitsubishi Regional Jet

II-4. Overview of Domain Targets (1/4) - Megatrends





II-4. Overview of Domain Targets (2/4) - Power Systems A



II-4. Overview of Domain Targets (3/4) - Industry & Infrastructure





II-4. Overview of Domain Targets (4/4) - Aircraft, Defense & Space





II.5. MRJ Business Restructuring: Development Status and Outlook



Establishment of MRJ Business Promotion Committee (Nov. 2016)

Delivery of first aircraft slated delayed until mid-2020 (Jan. 2017)

Latecoere Interconnection Systems selected to participate in electrical wiring design

PW1200G engine acquired type certification from U.S. Federal Aviation Administration (FAA)

Flight test aircraft shown for first time at Paris Air Show (painted with ANA livery)

Orientation flight undertaken by pilot from MLIT's Civil Aviation Bureau

Grand opening of MRJ Museum (Nov. 2017)

Adoption of "Integrated Product Team" system; establishment of Program Management Division



1,000 hours 2,000 hours

2018: Demonstration flight planned for Farnborough International Airshow

Acceleration of type certification flight testing ... Additional flight test aircraft to be progressively introduced in 2019

Acquisition of TC, preparation of customer support structure

Mid-2020: Delivery of first aircraft to ANA



Paris Air Show (June 2017)



Cold-weather testing

Hot-weather testing

II.5. MRJ Business Restructuring: Business Structure Reinforcement



Radically strengthen the MRJ business structure, including increasing capitalization of Mitsubishi Aircraft Corporation



II-6. Restructuring of Thermal Power Systems Business (1/2) 🙏 MITSU

- Focus on efficiently completing projects and improving earnings; expansion of gas-fired thermal and • service business
- Promote structural shift to increase added value and to be ready for scale-down of coal-fired thermal business from 2021



(* Mainly Boiler/ST)

Supply side

II-6. Restructuring of Thermal Power Systems Business (2/2)

Undertake medium-to long-term business restructuring to match new social needs



IGCC: Integrated coal Gasification Combined Cycle Power Plant GT: Gas Turbine AI: Artificial Intelligence

II-7. Reinforcement of Global Operations (1/3) - Order Targets by Region



Japanese market maturing, global market expanding (Hundred of million yen) **North America** Japan 19.000 12,000 18,713 Europe, Middle East, Africa 8,000 6,938 6.494 China 2,635 -> 3,200 FY2017 FY2020 FY2017 FY2020 FY2017 FY2020 **Asia-Pacific** 6,000 Latin America FY2017 FY2020 3,279 1.800 698 FY2017 FY2020 FY2020 FY2017 Power Systems 📕 Industry & Infrastructure 📕 Aircraft, Defense & Space Others

II-7. Reinforcement of Global Operations (2/3)





II-7. Reinforcement of Global Operations (3/3)



Promotion of MHI FUTURE STREAM

→ Creative expansion of added value and entering into new business domain

Make active use of ST framework's multifaceted market and technology sensing capabilities



(Pursuit of synergies)

Introduce and actively use innovative outside knowledge and technologies

(Innovation Promotion Research Institute, etc.)



Create measures for medium to long-term shift of existing businesses based on an understanding of megatrend changes



Scan for business opportunities and threats based on social mapping long into the future



Shift to carbon-free, recycling-oriented economy



Technology Scouting

Scout for technologies in cutting-edge areas that have significant uncertainty but great potential impact

Scout for technologies needed for the businesses depicted in "Mega Scan" and "Shift the Path"



Digitalization

(IoT/AI)

II-8. Corporate Culture Cultivation and Human Resources Development



Promote group member engagement and improve organizational strength

Internal sharing of visions and strategies

- Reform work practices and workstyle
 (Make active use of employee awareness surveys)
- Promote diversity
- Review HR systems and its operation

(Use of experts with extensive experience)

Driving force for growth



Secure (reinforce and develop) global and regional management people

Force to lead growth

- Expand diversity of management people
- → Earlier appointment to officer and management positions
- → Flexible selection and compensation systems

Flexible, diverse global management





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Reference 1: Numerical Targets by Domain



									After	FRS
	Orc	ders receiv	red		Net sales	les Operating income		g income	EBIT	
Domain	FY2017	FY2018	FY2020 Target	FY201	FY2018	FY2020 Target	FY2017	FY2018 (Reference)	FY2018	FY2020 Target
	1,437.5	1,500.0	1,800.0	1,493.9	1,600.0	1,900.0	108.9	125.0	135.0	190.0
Power Systems							 Sales increase in thermal power systems and cost reduction Expansion of aero engine business 			
Industry &	1,711.3	1,950.0	2,100.0	1,898.9	1,900.0	2,000.0	40.8	75.0	80.0	160.0
Infrastructure							 Restore revenue of commercial ship and metals machinery Expansion of medium mass-produced product 			
Aircraft Dofonco	721.5	650.0	700.0	722.9	700.0	720.0	△ 15.1	△ 15.0	∆ 45.0 _∎	0.0
& Space							Decrease in development cost for MRJ Improvement of productivity of Tier 1 business			J business
Other(including non- organic growth)	113.5	100.0	500.0	120.8	120.0	500.0	5.0	5.0	5.0	15.0
Eliminations or Corporate	△ 108.3	Δ 100.0	∆ 100.0	∆ 125.9	∆ 120.0	△ 120.0	∆ 13.2	∆ 15.0	∆ 15.0	△ 25.0
Total	3,875.7	4,100.0	5,000.0	4,110.8	4,200.0	5,000.0	126.5	175.0	160.0	340.0

Reference 2: Power Systems Strategy(1) ; From selling MW to selling TWh





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MW:Mega Watt TWh:Terra Watt Hour LTMA:Long Term Maintenance Agreement AI:Artificial Intelligence IoT:Internet of Things

Reference 2: Power Systems Strategy(2) ; Turbomachinery Synergies



Pursue synergies integrating turbomachinery products and technologies



Reference 3: Mass and Medium Lot Manufacturing Strategy(1) ; Forklift Trucks





★: Affected by the change of accounting dates of part of consolidated subsidiaries (End of December→End of March), making accounting period 15 months

Reference 3: Mass and Medium Lot Manufacturing Strategy(2); Turbochargers





*: Affected by the change of accounting dates of part of consolidated subsidiaries (End of December-End of March), making accounting period 15 months

Reference 3: Mass and Medium Lot Manufacturing Strategy(3); Air Conditioning and Refrigeration



- Thermal solutions business
 - → Business scale expansion through low environmental impact refrigerants
- Products for EVs
 - → Global sales expansion by strengthening technology synergies
- Air-conditioning business
 - → Market share expansion by launching products matching regional needs and reinforcing marketing capability



Thermal solutions business

Received many awards for energy saving from peerlessly efficient heat pump and rotor technologies



 Condensing unit using natural refrigerant refrigerant
 High-efficiency Air to Air Heat Pump type Hot Wind Generator

Centrifugal Chiller adopting low environmental impact refrigerant

Global sales expansion of EV products Electric compressor and heat pump technology synergies



Electric driven compressor for EV



All-Electric Refrigeration Unit for truck

Air-conditioning business market share expansion Expansion of global sales network



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*: Affected by the change of accounting dates of part of consolidated subsidiaries (End of December-End of March), making accounting period 15 months

Reference 4: Commercial Ships Strategy





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FGSS: Fuel Gas Supply System

Reference 5: Commercial Aircraft Tier1 Strategy





AI: Artificial Intelligence IoT:

IoT: Internet of Things LT: Lead Time



Development of dual uses in security field

→ Develop technologies during 2018 Business Plan, and target business development during 2021 Business Plan



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