

No. 1532

## **MHI Announces FY2011 Consolidated Financial Results**

Tokyo, April 27, 2012 -- Mitsubishi Heavy Industries, Ltd. (MHI) today announced its **consolidated** financial results for fiscal year (FY) 2011 ended March 31, 2012.

(billions of yen)

|   | FY2011  | FY2010   | Changes (%) |
|---|---------|----------|-------------|
| Orders Received                               | 3,188.8 | 2,995.4  | 6.5         |
| Net Sales                                     | 2,820.9 | 2,903.7  | (2.9)       |
| Operating Income                              | 111.9   | 101.2    | 10.6        |
| Ordinary Income                               | 86.1    | 68.1     | 26.5        |
| Income Before Taxes and<br>Minority Interests | 69.8    | 39.4     | 76.8        |
| Net Income                                    | 24.5    | 30.1     | (18.5)      |
| Operating Cash Flow                           | 200.3   | 337.8    |             |
| Investment Cash Flow                          | (47.0)  | (137.2)  |             |
| Financing Cash Flow                           | (183.6) | (169.7)  |             |
| Net Income Per Share                          | 7.31yen | 8.97 yen | (18.5)      |

Figures in parentheses are minus value.

### Consolidated financial results (continued)

**Sales by Operational Segment** 

(billions of yen)

|  | FY2011  | FY2010  |
|--|---------|---------|
| Shipbuilding & Ocean Development         | 311.6   | 302.4   |
| Power Systems                            | 955.3   | 996.9   |
| Machinery & Steel Infrastructure Systems | 428.8   | 557.5   |
| Aerospace Systems                        | 495.9   | 472.2   |
| General Machinery & Special Vehicles     | 381.7   | 343.0   |
| Others                                   | 294.4   | 282.7   |
| Eliminations or Corporate                | (47.1)  | (51.2)  |
| TOTAL                                    | 2,820.9 | 2,903.7 |

Operating Income (Loss) by Operational Segment (billions of yen)

|  | FY2011 | FY2010 |
|--|--------|--------|
| Shipbuilding & Ocean Development         | (7.7)  | 1.8    |
| Power Systems                            | 85.6   | 83.0   |
| Machinery & Steel Infrastructure Systems | 26.3   | 27.0   |
| Aerospace Systems                        | (10.9) | (3.4)  |
| General Machinery & Special Vehicles     | 3.5    | (16.6) |
| Others                                   | 14.9   | 9.3    |
| TOTAL                                    | 111.9  | 101.2  |

Figures in parentheses are minus value.

#### **Consolidated** financial results (continued)

#### Estimate of Consolidated Financial Results for FY 2012

For the fiscal year 2012 ending March 31, 2013, MHI is expecting 3,000 billion yen in net sales, 120 billion yen in operating income, 80 billion yen in ordinary income, and 40 billion yen in net income. This estimate is based on the assumption of currency exchange rate of US\$ 1.00 = \$80 and \$1.00 = \$10 for the portion yet to be fixed.

Please note that this estimate has been projected with currently available information and data. As such, these projections involve risks and uncertainties. For this reason, investors are recommended not to depend solely on these projections for making investment decisions. The actual results, therefore, may diverge broadly with the influence of a variety of outside factors such as economics surrounding MHI, currency movement of the yen 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.

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Daiya PR (in charge of public relations for Mitsubishi Heavy Industries)

# CONSOLIDATED BALANCE SHEETS (1/2)

|  |                    | (Millions of Yer   |
|--|--------------------|--------------------|
|  | As of Man 21, 2011 | As of Man 21, 2012 |
|  | Mar.31, 2011       | Mar.31, 2012       |
| A COPUPO                               |                    |                    |
| <u>ASSETS</u>                          |                    |                    |
| Current assets:                        | 201.047            | 262 297            |
| Cash and deposits                      | 301,047            | 262,287            |
| Trade receivables                      | 852,645            | 968,064            |
| Securities                             | 8                  | 1.55 000           |
| Merchandise and finished products      | 175,630            | 155,990            |
| Work in process                        | 803,874            | 773,782            |
| Raw materials and supplies             | 136,701            | 123,670            |
| Deferred income taxes                  | 161,823            | 180,747            |
| Others                                 | 151,383            | 180,826            |
| Allowance for doubtful receivables     | (7,500)            | (6,368             |
| Total current assets                   | 2,575,613          | 2,639,003          |
| Fixed assets:                          |                    |                    |
|  |                    |                    |
| Property, plant and equipment:         | 255 440            | 242 247            |
| Buildings and structures               | 355,449            | 342,243            |
| Machinery and transportation equipment | 251,507            | 234,037            |
| Tools, equipment and furniture         | 39,714             | 38,051             |
| Land                                   | 166,494            | 137,337            |
| Leased assets                          | 6,004              | 5,350              |
| Construction in progress               | 42,358             | 40,55              |
| Subtotal                               | 861,528            | 797,584            |
| Intangible assets                      | 25,165             | 25,313             |
| Investments and advances:              |                    |                    |
| Investment securities                  | 321,285            | 309,054            |
| Long-term loans and advances           | 5,180              | 5,478              |
| Deferred income taxes                  | 10,824             | 11,180             |
| Others                                 | 198,938            | 185,708            |
| Allowance for doubtful accounts        | (9,535)            | (9,33              |
| Subtotal                               | 526,693            | 502,08             |
|  |                    |                    |
| Total fixed assets                     | 1,413,387          | 1,324,984          |
| TOTAL ASSETS                           | 3,989,001          | 3,963,98′          |

### CONSOLIDATED BALANCE SHEETS (2/2)

(Millions of Yen) As of As of Mar.31, 2011 Mar.31, 2012 **LIABILITIES Current liabilities:** Trade payables 619,107 651,101 Short-term borrowings 85,488 152,344 Current portion of long-term borrowings 211,114 131,713 Current portion of bonds 14,074 69,900 Reserve for product warranties 23,123 20,812 77,565 Reserve for losses on construction contracts 50,753 Reserve for legal claims 2,167 3,936 330,275 399,288 Advance payments received on contracts Others 197,965 208,034 Total current liabilities 1,534,070 1,714,695 Long-term liabilities: Debentures 330,000 250,000 684,989 553,189 Long-term borrowings Deferred income taxes 3,607 17,832 49,842 47,002 Reserve for retirement allowance Reserve for treatment of PCB waste 7,007 11,604 66,805 63,296 Others Total long-term liabilities 1,142,251 942,925 TOTAL LIABILITIES 2,676,322 2,657,621 **NET ASSETS** Stockholders' equity: Common stock 265,608 265,608 Capital surplus 203,939 203,942 Retained earnings 815,145 822,473 (5,425)Treasury stock (5,418)1,279,267 1,286,606 Total stockholders' equity Accumulated other comprehensive income (loss) Net unrealized gains on investment securities 25,579 22,082 Deferred losses on hedges (467)12 Foreign currency translation adjustments (42,311)(53,611)(17,199)(31,517)Total accumulated other comprehensive income (loss) Share subscription rights 1,509 1,868 49,101 49,409 **Minority interests** TOTAL NET ASSETS 1,312,678 1,306,366 TOTAL LIABILITIES AND NET ASSETS 3,989,001 3,963,987

## CONSOLIDATED STATEMENTS OF INCOME

|  | <u> </u>  | (Millions of Yei |
|--|-----------|------------------|
|  | FY2010    | FY2011           |
| Net sales  | 2,903,770 | 2,820,932        |
| Cost of sales  | 2,461,857 | 2,375,158        |
| Gross profit   | 441,913   | 445,774          |
| Selling, general and administrative expenses:                    |           |                  |
| Provision of allowance for doubtful accounts                     | 2,790     | 318              |
| Directors' compensations, salaries and allowances                | 120,926   | 124,207          |
| Research and development expenses                                | 58,912    | 48,954           |
| Expenses for inquiries   | 31,228    | 28,225           |
| Others   | 126,835   | 132,100          |
| Total selling, general and administrative expenses               | 340,693   | 333,812          |
| Operating income   | 101,219   | 111,961          |
| Non-operating income:  |           |                  |
| Interest income  | 4,029     | 3,63             |
| Dividend income  | 3,499     | 4,24             |
| Equity in earnings of unconsolidated subsidiaries and affiliates | 6,804     | 4,96             |
| Others   | 5,867     | 5,10             |
| Total non-operating income                                       | 20,201    | 17,95            |
| Non-operating expenses:  |           |                  |
| Interest expense   | 22,471    | 20,52            |
| Foreign exchange loss  | 14,556    | 5,09             |
| Loss on disposal of fixed assets                                 | 5,882     | 5,72             |
| Others   | 10,396    | 12,39            |
| Total non-operating expenses                                     | 53,307    | 43,73            |
| Ordinary income  | 68,113    | 86,182           |
| Extraordinary gain:  |           |                  |
| Gain on sales of fixed assets                                    | 10,870    | 28,34            |
| Gain on sales of investment securities                           | 4,972     |                  |
| Total extraordinary gain   | 15,842    | 28,34            |
| Extraordinary loss:  |           |                  |
| Business structure improvement expenses                          | 22,684    | 38,11            |
| Expense for treatment of PCB waste                               | -         | 4,09             |
| Loss on revaluation of investment securities                     | 9,519     | 2,47             |
| Loss on disaster   | 10,240    |                  |
| Effect of the application of the accounting standard             |           |                  |
| for asset retirement obligations                                 | 2,012     |                  |
| Total extraordinary loss   | 44,456    | 44,69            |
| Income before income taxes and minority interests                | 39,499    | 69,83            |
| Income taxes   |           |                  |
| Current  | 39,905    | 46,03            |
| Deferred   | (29,423)  | (85.             |
| Total income taxes   | 10,481    | 45,17            |
| Income before minority interests                                 | 29,018    | 24,65            |
| Ainority interests in income (loss) of consolidated subsidiaries | (1,099)   | 114              |
| Net income   | 30,117    | 24,54            |

## CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

|  |                | (Millions of Tell) |
|--|----------------|--------------------|
|  | FY2010         | FY2011             |
|  | (From Apr.1 to | (From Apr.1 to     |
|  | Mar.31, 2011)  | Mar.31, 2012)      |
| Income before minority interests   | 29,018         | 24,655             |
| Other comprehensive income (loss)  |                |                    |
| Net unrealized gains (losses) on investment securities                                       | (10,934)       | (3,607)            |
| Deferred gains (losses) on hedges  | (262)          | 549                |
| Foreign currency translation adjustments   | (17,337)       | (9,455)            |
| Share of other comprehensive income (loss) of entities accounted for using the equity method | (2,676)        | (2,051)            |
| Total other comprehensive income (loss)  | (31,211)       | (14,565)           |
| Comprehensive income (loss)  | (2,192)        | 10,090             |
| Comprehensive income (loss) attributable to  |                |                    |
| Shareholders of the parent   | (408)          | 10,223             |
| Minority interests   | (1,784)        | (132)              |
|  |                |                    |

## **Consolidated Statements of Changes in Net Assets**

|  |           | (IVIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIII |
|--|-----------|--|
|  | FY2010    | FY2011                                 |
| Stockholders' equity   |           |  |
| Common stock   |           |  |
| Balance at the beginning of current period   | 265,608   | 265,608                                |
| Balance at the end of current period   | 265,608   | 265,608                                |
| Capital surplus  |           |  |
| Balance at the beginning of current period   | 203,938   | 203,939                                |
| Changes in the period  |           |  |
| Disposal of treasury stock   | 0         | 3                                      |
| Total changes in the period  | 0         | 3                                      |
| Balance at the end of current period   | 203,939   | 203,942                                |
| Retained earnings  |           |  |
| Balance at the beginning of current period   | 800,199   | 815,145                                |
| Changes in the period  |           |  |
| Cash dividends   | (13,425)  | (16,775)                               |
| Net income   | 30,117    | 24,540                                 |
| Changes in scope of consolidation  | (1,763)   | 19                                     |
| Changes in scope of equity method application  | 18        | (4)                                    |
| Changes in fiscal year end of consolidated subsidiaries  | -         | (452)                                  |
| Total changes in the period  | 14,946    | 7,327                                  |
| Balance at the end of current period   | 815,145   | 822,473                                |
| Treasury stock   |           |  |
| Balance at the beginning of current period   | (5,025)   | (5,425)                                |
| Changes in the period  |           |  |
| Purchase of treasury stock   | (412)     | (14)                                   |
| Disposal of treasury stock   | 12        | 22                                     |
| Total changes in the period  | (400)     | 7                                      |
| Balance at the end of current period   | (5,425)   | (5,418)                                |
| Total stockholders' equity   |           |  |
| Balance at the beginning of current period   | 1,264,721 | 1,279,267                              |
| Changes in the period  | 1,204,721 | 1,279,207                              |
| Cash dividends   | (13,425)  | (16,775)                               |
| Net income   | 30,117    | 24,540                                 |
| Changes in scope of consolidation  | (1,763)   | 19                                     |
| Changes in scope of equity method application  | 18        | (4)                                    |
| Changes in scope of equity method application  Changes in fiscal year end of consolidated subsidiaries | 10        | (452)                                  |
| · · · · · · · · · · · · · · · · · · ·  | (412)     | (432) $(14)$                           |
| Purchase of treasury stock Disposal of treasury stock  | 12        | 25                                     |
| Total changes in the period  | 14,546    | 7,338                                  |
| Balance at the end of current period   | 1,279,267 | 1,286,606                              |
| Datance at the cha of current period   | 1,277,207 | 1,200,000                              |

|  | FY2010   | FY2011    |
|--|----------|-----------|
| Accumulated other comprehensive income                               |          |           |
| Net unrealized gains(losses) on investment securities                |          |           |
| Balance at the beginning of current period                           | 35,942   | 25,579    |
| Changes in the period  |          |           |
| Net changes in items other than stockholders' equity                 | (10,363) | (3,497)   |
| Total changes in the period  | (10,363) | (3,497)   |
| Balance at the end of current period                                 | 25,579   | 22,082    |
| Deferred gains(losses) on hedges                                     |          |           |
| Balance at the beginning of current period                           | (721)    | (467)     |
| Changes in the period  | (.==)    | (101)     |
| Net changes in items other than stockholders' equity                 | 254      | 479       |
| Total changes in the period  | 254      | 479       |
| Balance at the end of current period                                 | (467)    | 12        |
| Foreign currency translation adjustments                             |          |           |
| Balance at the beginning of current period                           | (21,894) | (42,311)  |
| Changes in the period  | (21,094) | (42,311)  |
| Net changes in items other than stockholders' equity                 | (20,416) | (11,300)  |
| Total changes in the period  | (20,416) | (11,300)  |
| Balance at the end of current period                                 | (42,311) | (53,611)  |
| •  | (12,311) | (55,011)  |
| Total accumulated other comprehensive income                         |          | /4= 400\  |
| Balance at the beginning of current period                           | 13,327   | (17,199)  |
| Changes in the period  | (20.525) | (1.4.217) |
| Net changes in items other than stockholders' equity                 | (30,526) | (14,317)  |
| Total changes in the period  | (30,526) | (14,317)  |
| Balance at the end of current period                                 | (17,199) | (31,517)  |
| Chara subsocietion rights  |          |           |
| Share subscription rights Balance at the beginning of current period | 1,184    | 1,509     |
| Changes in the period  | 1,104    | 1,509     |
| Net changes in items other than stockholders' equity                 | 324      | 359       |
| Total changes in the period  | 324      | 359       |
| Balance at the end of current period                                 | 1,509    | 1,868     |
| Buttinee at the one of eartern period                                | 1,507    | 1,000     |
| Minority interests   |          |           |
| Balance at the beginning of current period                           | 49,540   | 49,101    |
| Changes in the period  | ,        | ,         |
| Net changes in items other than stockholders' equity                 | (439)    | 307       |
| Total changes in the period  | (439)    | 307       |
| Balance at the end of current period                                 | 49,101   | 49,409    |
| _  |          | -         |

|   | FY2010    | FY2011    |
|---|-----------|-----------|
| Total net assets  |           |           |
| Balance at the beginning of current period              | 1,328,772 | 1,312,678 |
| Changes in the period                                   |           |           |
| Cash dividends  | (13,425)  | (16,775)  |
| Net income  | 30,117    | 24,540    |
| Changes in scope of consolidation                       | (1,763)   | 19        |
| Changes in scope of equity method application           | 18        | (4)       |
| Changes in fiscal year end of consolidated subsidiaries | -         | (452)     |
| Purchase of treasury stock                              | (412)     | (14)      |
| Disposal of treasury stock                              | 12        | 25        |
| Net changes in items other than stockholders' equity    | (30,640)  | (13,650)  |
| Total changes in the period                             | (16,093)  | (6,312)   |
| Balance at the end of current period                    | 1,312,678 | 1,306,366 |

#### CONSOLIDATED STATEMENTS OF CASH FLOWS

|   |                               | (Millions of Yen)            |
|---|-------------------------------|------------------------------|
|   | FY 2010                       | FY 2011                      |
| Cash flows from operating activities:   |                               |                              |
| Income before income taxes and minority interests   | 39,499                        | 69,831                       |
| Adjustments to reconcile income before income taxes and   |                               |                              |
| minority interests to net cash provided by operating activities:  |                               |                              |
| Depreciation and amortization   | 132,159                       | 123,964                      |
| Increase (decrease) in reserve for retirement allowance Interest and dividend income                                      | 819                           | (2,956)                      |
| Interest and dividend income Interest expense   | (7,529)<br>22,471             | (7,885)<br>20,522            |
| (Income) loss from equity method investments  | (6,804)                       | (4,960)                      |
| (Gain) loss on sales of investment securities   | (4,972)                       | (123)                        |
| Loss on revaluation of investment securities  | 9,519                         | 2,479                        |
| (Gain) loss on sales of fixed assets  | (10,870)                      | (28,344)                     |
| Loss on disposal of fixed assets  | 5,882                         | 5,725                        |
| Loss on the application of the accounting standards for asset retirement obligations                                      | 2,012                         | -                            |
| Business structure improvement expenses   | 22,684                        | 38,116                       |
| Expense for treatment of PCB waste  | -                             | 4,098                        |
| Loss on disaster  | 10,240                        | -                            |
| (Increase) decrease in receivables  | 82,377                        | (123,811)                    |
| (Increase) decrease in inventories and advances to suppliers  | 167,088                       | 33,945                       |
| (Increase) decrease in other assets   | (22,024)                      | (1,733)                      |
| Increase (decrease) in payables Increase (decrease) in advance payments received on contracts                             | (27,390)<br>(54,465)          | 38,004<br>70,284             |
| Increase (decrease) in advance payments received on contracts  Increase (decrease) in other liabilities                   | 8,297                         | 14,622                       |
| Others  | (301)                         | 4,841                        |
| Subtotal  | 368,694                       | 256,621                      |
| Interest and dividends received   | 9,472                         | 8,447                        |
| Interest paid   | (22,871)                      | (20,931)                     |
| Income taxes paid   | (17,490)                      | (43,776)                     |
| Net cash provided by operating activities   | 337,805                       | 200,361                      |
| Cash flows from investing activities:   |                               |                              |
| Net (increase) decrease in time deposits  | (154)                         | 4,417                        |
| Purchases of marketable securities  | -                             | (40,000)                     |
| Proceeds from sales and redemption of marketable securities Purchases of property, plant, equipment and intangible assets | (138,099)                     | 40,000<br>(117,433)          |
| Proceeds from sales of property, plant, equipment   | 1                             | ` '                          |
| and intangible assets   | 12,899                        | 66,963                       |
| Purchases of investment securities  | (16,835)                      | (2,763)                      |
| Proceeds from sales and redemption of investment securities   | 6,246                         | 3,557                        |
| Disbursement of long-term loans   | (2,729)                       | (1,930)                      |
| Collection of long-term loans   | 3,124                         | 1,887                        |
| Others Net cash used in investing activities  | (1,699)<br>( <b>137,248</b> ) | (1,746)<br>( <b>47,047</b> ) |
|   | (137,240)                     | (47,047)                     |
| Cash flows from financing activities:   |                               |                              |
| Net increase (decrease) in short-term borrowings and commercial papers  | (32,522)                      | 69,278                       |
| Proceeds from long-term borrowings  | 13,537                        | 2,835                        |
| Repayment of long-term borrowings   | (116,220)                     | (212,859)                    |
| Payment for redemption of bonds   | (20,000)                      | (24,228)                     |
| Proceeds from issuance of stock to minority stockholders  | 1,899                         | 1,775                        |
| of subsidiaries   |                               | •                            |
| Dividends paid to stockholders  | (13,351)                      | (16,733)                     |
| Dividends paid to minority stockholders of subsidiaries Others  | (598)<br>(2,537)              | (1,375)<br>(2,306)           |
| Net cash used in financing activities   | (169,793)                     | (183,614)                    |
| -   |                               |                              |
| Effect of exchange rate changes on cash and cash equivalents  | (2,512)                       | (4,045)                      |
| Net increase (decrease) in cash and cash equivalents  | 28,251                        | (34,347)                     |
| Cash and cash equivalents at beginning of year  | 261,373                       | 288,868                      |
| Increase in cash and cash equivalents due to changes  | 275                           | 84                           |
| in scope of consolidation   | 213                           | 0-1                          |
| Decrease in cash and cash equivalents due to changes in scope of consolidation  | (1,031)                       | -                            |
| Cash and cash equivalents at end of year  | 288,868                       | 254,605                      |
|   | _00,000                       |                              |



No. 1533

## **MHI Announces FY2011 Non-Consolidated Financial Results**

Tokyo, April 27, 2012 -- Mitsubishi Heavy Industries, Ltd. (MHI) today announced its **non-consolidated** financial results for fiscal year (FY) 2011 ended March 31, 2012.

(billions of yen)

|                            | FY2011   | FY2010   | Changes (%) |
|----------------------------|----------|----------|-------------|
| Orders Received            | 2,447.5  | 2,159.1  | 13.4        |
| Net Sales                  | 2,175.6  | 2,188.5  | (0.6)       |
| Operating Income           | 54.6     | 62.6     | (12.7)      |
| Ordinary Income            | 37.1     | 39.1     | (5.1)       |
| Income Before Income Taxes | 35.5     | 3.4      | 926.8       |
| Net Income                 | 12.9     | 10.6     | 21.4        |
| Net Income Per Share       | 3.85 yen | 3.17 yen | 21.4        |
| Dividend Per Share         | 6.00 yen | 4.00 yen |             |

Figures in parentheses are minus value.

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Daiya PR (in charge of public relations for Mitsubishi Heavy Industries)

|   | A C               | (Millions of Yen) |
|---|-------------------|-------------------|
|   | As of Man 21 2011 | As of             |
|   | Mar.31, 2011      | Mar.31, 2012      |
| ASSETS  |                   |                   |
| ASSETS  |                   |                   |
| Current assets:   |                   |                   |
| Cash and deposits   | 211,178           | 173,003           |
| Trade notes receivable                                      | 4,465             | 4,570             |
| Trade accounts receivable                                   | 697,221           |                   |
|   | · ·               | 802,996           |
| Securities  | 6                 | 01.545            |
| Merchandise and finished products                           | 88,412            | 81,547            |
| Work in process   | 658,254           | 596,530           |
| Raw materials and supplies                                  | 106,099           | 90,123            |
| Advances to suppliers                                       | 62,572            | 69,892            |
| Prepaid expenses  | 1,733             | 2,024             |
| Deferred income taxes                                       | 124,623           | 139,575           |
| Others  | 76,639            | 111,731           |
| Allowance for doubtful receivables                          | (67)              | (79)              |
| Total current assets  | 2,031,139         | 2,071,917         |
|   |                   |                   |
| Fixed assets:   |                   |                   |
| Property, plant and equipment:                              |                   |                   |
| Buildings   | 241,362           | 229,602           |
| Structures  | 25,146            | 23,928            |
| Docks and facilities for shipbuilding                       | 3,308             | 3,068             |
| Machinery   | 194,371           | 180,075           |
| Vessels   | 36                | 29                |
| Aircraft  | 246               | 12                |
| Vehicles and transportation equipment                       | 2,402             | 2,101             |
| Tools, equipment and furniture                              | 29,044            | 28,182            |
| Land  | · ·               | ·                 |
|   | 121,905           | 95,876            |
| Leased assets   | 21,390            | 23,224            |
| Construction in progress                                    | 29,437            | 27,035            |
| Subtotal  | 668,652           | 613,138           |
| *   |                   |                   |
| Intangible assets:  |                   | 0.500             |
| Software  | 7,747             | 9,569             |
| Right of using facilities                                   | 643               | 357               |
| Leased assets   | 20                | 12                |
| Others  | 226               | 321               |
| Subtotal  | 8,637             | 10,260            |
|   |                   |                   |
| Investments and advances:                                   |                   |                   |
| Investment securities                                       | 151,441           | 141,265           |
| Investments in shares of subsidiaries and affiliates        | 384,757           | 402,094           |
| Investments in capital                                      | 27                | 27                |
| Investments in capital of subsidiaries and affiliates       | 11,628            | 12,070            |
| Long-term loans and advances                                | 203               | 202               |
| Long-term loans receivable from employees                   | 57                | 56                |
| Long-term loans receivable from subsidiaries and affiliates | 26,208            | 22,116            |
| Claims provable in bankruptcy,                              |                   | ĺ                 |
| claims provable in rehabilitation and other                 | 4,893             | 6,485             |
| Long-term prepaid expense                                   | 44,693            | 34,449            |
| Prepaid pension cost  | 94,501            | 88,233            |
| Long-term receivables                                       | 6,842             | 25,880            |
| Others  | 31,055            | 32,852            |
| Allowance for doubtful accounts                             | (10,049)          | (21,225)          |
| Subtotal  | 746,263           | 744,509           |
| Suototai  | 7-10,203          | 7-1-1,509         |
| Total fixed assets  | 1,423,553         | 1,367,907         |
| A COMPA ANADOM MODULO                                       | 1,120,000         | 1,001,001         |
| TOTAL ASSETS  | 3,454,692         | 3,439,825         |
| IVIAL ADDLID  | 3,734,072         | 3,737,043         |

|  |   | (Millions of Te   |
|--|---|---|
|  | As of<br>Mar.31, 2011   | As of<br>Mar.31, 2012                                   |
| <u>LIABILITIES</u>   | Wai.51, 2011  | Wai.51, 2012  |
|  |   |   |
| Current liabilities:   | 500 510   | <b>500.00</b>   |
| Trade accounts payable   | 522,518   | 539,92  |
| Short-term borrowings  | 87,486  | 154,50  |
| Current portion of long-term borrowings  | 204,038   | 133,17  |
| Current portion of bonds   | 10,000  | 69,90   |
| Lease obligations  | 1,538   | 1,64  |
| Accrued payables   | 28,150  | 23,34   |
| Accrued expenses   | 32,183  | 40,95   |
| Accrued income taxes   | 15,026  | 21,72   |
| Advance payments received on contracts   | 282,659   | 347,63  |
| Deposits received  | 8,190   | 14,52   |
| Unearned revenue   | 12  |   |
| Reserve for product warranties   | 23,123  | 20,81   |
| Reserve for losses on construction contracts   | 45,966  | 68,84   |
| Reserve for legal claims   | 2,167   | 3,93  |
| Asset retirement obligations   | 8   | 3,7.  |
|  | _   |   |
| Others   | 2,640   | 6,82  |
| Total current liabilities  | 1,265,710   | 1,447,82  |
| Long-term liabilities:   |   |   |
| Debentures   | 330,000   | 250,00  |
| Long-term borrowings   | 654,648   | 533,47  |
| Lease obligations  | 20,507  | 22,12   |
| Deferred income taxes  | 11,455  | 17,17   |
| Reserve for treatment of PCB waste   | 6,627   | 11,29   |
| Asset retirement obligations   | 3,102   | 3,12  |
| Others   |   |   |
|  | 34,292  | 32,75   |
| Total long-term liabilities  | 1,060,632   | 869,94  |
| TOTAL LIABILITIES  | 2,326,343   | 2,317,76  |
| NET ASSETS   |   |   |
| Stockholders' equity:  |   |   |
| Common stock   | 265,608   | 265,60  |
| Capital surplus:   | 203,000   | 203,0   |
| Capital reserve  | 203,536   | 203,53  |
| Other capital reserve  | 85  | 203,3   |
|  |   |   |
| Total capital surplus  | 203,621   | 203,63  |
| Retained earnings:   | ((2))   | 66.2  |
| Legal reserve  | 66,363  | 66,3  |
| Legal reserve  |   |   |
| Revenue reserve:   |   |   |
| Revenue reserve: Reserve for reduction in costs of fixed assets  | 37,841  | 48,8  |
| Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation   | 12  |   |
| Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves  |   |   |
| Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation   | 12  | 460,0   |
| Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves  | 12<br>460,000   | 460,00<br>63,23   |
| Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves Earned surplus brought forward Total retained earnings   | 12<br>460,000<br>78,124<br>642,342  | 48,8°<br>460,00<br>63,2°<br>638,4°<br>(5,4)             |
| Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves Earned surplus brought forward   | 12<br>460,000<br>78,124   | 460,00<br>63,2:<br>638,44<br>(5,4                       |
| Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves Earned surplus brought forward Total retained earnings Treasury stock Total stockholders' equity   | 12<br>460,000<br>78,124<br>642,342<br>(5,419)   | 460,00<br>63,2:<br>638,44<br>(5,4                       |
| Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves Earned surplus brought forward Total retained earnings Treasury stock Total stockholders' equity  Valuation, translation adjustments and others  | 12<br>460,000<br>78,124<br>642,342<br>(5,419)<br><b>1,106,153</b>                                     | 460,00<br>63,2:<br>638,48<br>(5,4<br>1,102,30           |
| Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves Earned surplus brought forward Total retained earnings Treasury stock Total stockholders' equity  Valuation, translation adjustments and others Net unrealized gains on investment securities  | 12<br>460,000<br>78,124<br>642,342<br>(5,419)<br><b>1,106,153</b>                                     | 460,00<br>63,22<br>638,44<br>(5,4<br><b>1,102,3</b> 0   |
| Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves Earned surplus brought forward Total retained earnings  Treasury stock Total stockholders' equity  Valuation, translation adjustments and others Net unrealized gains on investment securities Deferred losses on hedges   | 12<br>460,000<br>78,124<br>642,342<br>(5,419)<br><b>1,106,153</b><br>21,469<br>(782)                  | 460,00<br>63,22<br>638,44<br>(5,4<br>1,102,30           |
| Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves Earned surplus brought forward Total retained earnings Treasury stock Total stockholders' equity  Valuation, translation adjustments and others Net unrealized gains on investment securities  | 12<br>460,000<br>78,124<br>642,342<br>(5,419)<br><b>1,106,153</b>                                     | 460,00<br>63,2<br>638,4<br>(5,4<br>1,102,3<br>17,9<br>( |
| Revenue reserve: Reserve for reduction in costs of fixed assets Reserve for accelerated depreciation General reserves Earned surplus brought forward Total retained earnings  Treasury stock Total stockholders' equity  Valuation, translation adjustments and others Net unrealized gains on investment securities Deferred losses on hedges Total valuation, translation adjustments and others | 12<br>460,000<br>78,124<br>642,342<br>(5,419)<br><b>1,106,153</b><br>21,469<br>(782)<br><b>20,686</b> | 460,0<br>63,2<br>638,4<br>(5,4<br><b>1,102,3</b>        |

|  |           | (Millions of Yen) |
|--|-----------|-------------------|
|  | FY2010    | FY2011            |
| Net sales  | 2,188,508 | 2,175,666         |
| Cost of sales  | 1,947,259 | 1,932,208         |
| Gross profit   | 241,249   | 243,458           |
| 0.000 p.v.v.   | 212,215   | 210,100           |
| Selling, general and administrative expenses:        |           |                   |
| Provision of allowance for doubtful accounts         | 393       | 11,866            |
| Directors' compensations, salaries and allowances    | 43,071    | 46,971            |
| Depreciation   | 9,820     | 9,206             |
| Research and development expenses                    | 50,088    | 42,167            |
| Commission fee                                       | 19,850    | 22,791            |
| Expenses for inquiries                               | 21,781    | 18,925            |
| Others   | 33,578    | 36,839            |
| Total selling, general and administrative expenses   | 178,584   | 188,768           |
| Operating income                                     | 62,664    | 54,689            |
| Non-operating income:                                |           |                   |
| Interest income                                      | 2,297     | 1,870             |
| Dividend income                                      | 14,276    | 13,784            |
| Others   | 3,461     | 3,546             |
| Total non-operating income                           | 20,035    | 19,202            |
| Tom non opening meome                                | 20,000    | 23,202            |
| Non-operating expenses:                              |           |                   |
| Interest expense                                     | 14,967    | 13,523            |
| Interest on debentures                               | 4,605     | 4,423             |
| Foreign exchange loss                                | 13,134    | 4,932             |
| Loss on disposal of fixed assets                     | 5,200     | 5,017             |
| Others   | 5,673     | 8,873             |
| Total non-operating expenses                         | 43,580    | 36,771            |
| Ordinary income                                      | 39,119    | 37,120            |
| Extraordinary gain:                                  |           |                   |
| Gain on sales of fixed assets                        | 9,667     | 26,933            |
| Gain on sales of investment securities               | 2,637     | 20,933            |
| Total extraordinary gain                             | 12,305    | 26,933            |
|  |           |                   |
| Extraordinary loss:                                  |           |                   |
| Business structure improvement expenses              | 20,645    | 18,064            |
| Loss on revaluation of investment securities         | 17,632    | 6,344             |
| Expense for treatment of PCB waste                   | -         | 4,098             |
| Loss on disaster                                     | 8,104     | -                 |
| Effect of the application of the accounting standard |           |                   |
| for asset retirement obligations                     | 1,581     | -                 |
| Total extraordinary loss                             | 47,963    | 28,508            |
| Income before income taxes                           | 3,461     | 35,545            |
| Income toyon   |           |                   |
| Income taxes: Current                                | 15,065    | 27,607            |
| Deferred   | (22,243)  | (4,978)           |
|  |           | , , ,             |
| Total income taxes                                   | (7,178)   | 22,629            |
| Net income   | 10,639    | 12,916            |

# Non-consolidated Statements of Changes in Net Assets

|  |         | (Millions of Yen) |
|--|---------|-------------------|
|  | FY2010  | FY2011            |
| Stockholders' equity                             |         |                   |
| Common stock                                     |         |                   |
| Balance at the beginning of current period       | 265,608 | 265,608           |
| Balance at the end of current period             | 265,608 | 265,608           |
| Capital surplus                                  |         |                   |
| Capital reserve                                  |         |                   |
| Balance at the beginning of current period       | 203,536 | 203,536           |
| Balance at the end of current period             | 203,536 | 203,536           |
| Other capital reserve                            |         |                   |
| Balance at the beginning of current period       | 84      | 85                |
| Changes in the period                            |         |                   |
| Disposal of treasury stock                       | 0       | 3                 |
| Total changes in the period                      | 0       | 3                 |
| Balance at the end of current period             | 85      | 88                |
| Total capital surplus                            |         |                   |
| Balance at the beginning of current period       | 203,621 | 203,621           |
| Changes in the period                            |         |                   |
| Disposal of treasury stock                       | 0       | 3                 |
| Total changes in the period                      | 0       | 3                 |
| Balance at the end of current period             | 203,621 | 203,624           |
| Retained earnings                                |         |                   |
| Legal reserve                                    |         |                   |
| Balance at the beginning of current period       | 66,363  | 66,363            |
| Balance at the end of current period             | 66,363  | 66,363            |
| Revenue reserve                                  |         |                   |
| Reserve for reduction in costs of fixed assets   |         |                   |
| Balance at the beginning of current period       | 34,614  | 37,841            |
| Changes in the period                            |         |                   |
| Provision of reserve for reduction               |         |                   |
| in costs of fixed assets                         | 5,211   | 12,072            |
| Reversal of reserve for reduction                | (4.004) | (4.004)           |
| in costs of fixed assets                         | (1,984) | (1,034)           |
| Total changes in the period                      | 3,226   | 11,038            |
| Balance at the end of current period             | 37,841  | 48,879            |
| Reserve for accelerated depreciation             |         |                   |
| Balance at the beginning of current period       | 541     | 12                |
| Changes in the period                            | /==a\   |                   |
| Reversal of reserve for accelerated depreciation | (529)   | (10)              |
| Total changes in the period                      | (529)   | (10)              |
| Balance at the end of current period             | 12      | 2                 |

|  |                    | (IVIIIIONS OF TON  |  |
|--|--------------------|--------------------|--|
|  | FY2010             | FY2011             |  |
| General reserves                                 |                    |                    |  |
| Balance at the beginning of current period       | 460,000            | 460,000            |  |
| Balance at the end of current period             | 460,000            | 460,000            |  |
| Earned surplus brought forward                   |                    |                    |  |
| Balance at the beginning of current period       | 83,608             | 78,124             |  |
| Changes in the period                            | ,                  | ,                  |  |
| Provision of reserve for reduction               |                    |                    |  |
| in costs of fixed assets                         | (5,211)            | (12,072)           |  |
| Reversal of reserve for reduction                | ( , ,              | , , ,              |  |
| in costs of fixed assets                         | 1,984              | 1,034              |  |
| Reversal of reserve for accelerated depreciation | 529                | 10                 |  |
| Cash dividends                                   | (13,425)           | (16,775)           |  |
| Net income                                       | 10,639             | 12,916             |  |
| Total changes in the period                      | (5,483)            | (14,886)           |  |
| Balance at the end of current period             | 78,124             | 63,238             |  |
| •  | ,                  | ,                  |  |
| Total retained earnings                          | 645 120            | 642.242            |  |
| Balance at the beginning of current period       | 645,128            | 642,342            |  |
| Changes in the period                            | (12.425)           | (16 775)           |  |
| Cash dividends Net income                        | (13,425)           | (16,775)           |  |
|  | 10,639             | 12,916             |  |
| Total changes in the period                      | (2,785)<br>642,342 | (3,859)<br>638,483 |  |
| Balance at the end of current period             | 042,342            | 030,403            |  |
| Treasury stock                                   |                    |                    |  |
| Balance at the beginning of current period       | (5,019)            | (5,419)            |  |
| Changes in the period                            |                    |                    |  |
| Purchase of treasury stock                       | (412)              | (14)               |  |
| Disposal of treasury stock                       | 12                 | 22                 |  |
| Total changes in the period                      | (400)              | 7                  |  |
| Balance at the end of current period             | (5,419)            | (5,411)            |  |
| Total stockholders' equity                       |                    |                    |  |
| Balance at the beginning of current period       | 1,109,338          | 1,106,153          |  |
| Changes in the period                            | 1,100,550          | 1,100,133          |  |
| Cash dividends                                   | (13,425)           | (16,775)           |  |
| Net income                                       | 10,639             | 12,916             |  |
| Purchase of treasury stock                       | (412)              | (14)               |  |
| Disposal of treasury stock                       | 12                 | 25                 |  |
| Total changes in the period                      | (3,185)            | (3,848)            |  |
| Balance at the end of current period             | 1,106,153          | 1,102,305          |  |
| = mand an and and at antique botton              |                    | 1,102,505          |  |

|   | FY2010    | FY2011    |
|---|-----------|-----------|
| Valuation, translation adjustments and others         |           |           |
| Net unrealized gains(losses) on investment securities |           |           |
| Balance at the beginning of current period            | 32,431    | 21,469    |
| Changes in the period                                 |           |           |
| Net changes in items other than stockholders' equity  | (10,962)  | (3,512)   |
| Total changes in the period                           | (10,962)  | (3,512)   |
| Balance at the end of current period                  | 21,469    | 17,956    |
| Deferred gains(losses) on hedges                      |           |           |
| Balance at the beginning of current period            | (469)     | (782)     |
| Changes in the period                                 | (407)     | (102)     |
| Net changes in items other than stockholders' equity  | (312)     | 711       |
| Total changes in the period                           | (312)     | 711       |
| Balance at the end of current period                  | (782)     | (70)      |
| *   | (, , , )  | (, ,)     |
| Total Valuation, translation adjustments and others   | 21.071    | 20.606    |
| Balance at the beginning of current period            | 31,961    | 20,686    |
| Changes in the period                                 | (11.075)  | (2,000)   |
| Net changes in items other than stockholders' equity  | (11,275)  | (2,800)   |
| Total changes in the period                           | (11,275)  | (2,800)   |
| Balance at the end of current period                  | 20,686    | 17,885    |
| Share subscription rights                             |           |           |
| Balance at the beginning of current period            | 1,184     | 1,509     |
| Changes in the period                                 | 1,104     | 1,507     |
| Net changes in items other than stockholders' equity  | 324       | 359       |
| Total changes in the period                           | 324       | 359       |
| Balance at the end of current period                  | 1,509     | 1,868     |
| Zimino in in one of corron period                     | 1,005     | 1,000     |
| Total net assets                                      |           |           |
| Balance at the beginning of current period            | 1,142,484 | 1,128,348 |
| Changes in the period                                 |           |           |
| Cash dividends  | (13,425)  | (16,775)  |
| Net income  | 10,639    | 12,916    |
| Purchase of treasury stock                            | (412)     | (14)      |
| Disposal of treasury stock                            | 12        | 25        |
| Net changes in items other than stockholders' equity  | (10,950)  | (2,441)   |
| Total changes in the period                           | (14,135)  | (6,289)   |
| Balance at the end of current period                  | 1,128,348 | 1,122,059 |
|   |           |           |