

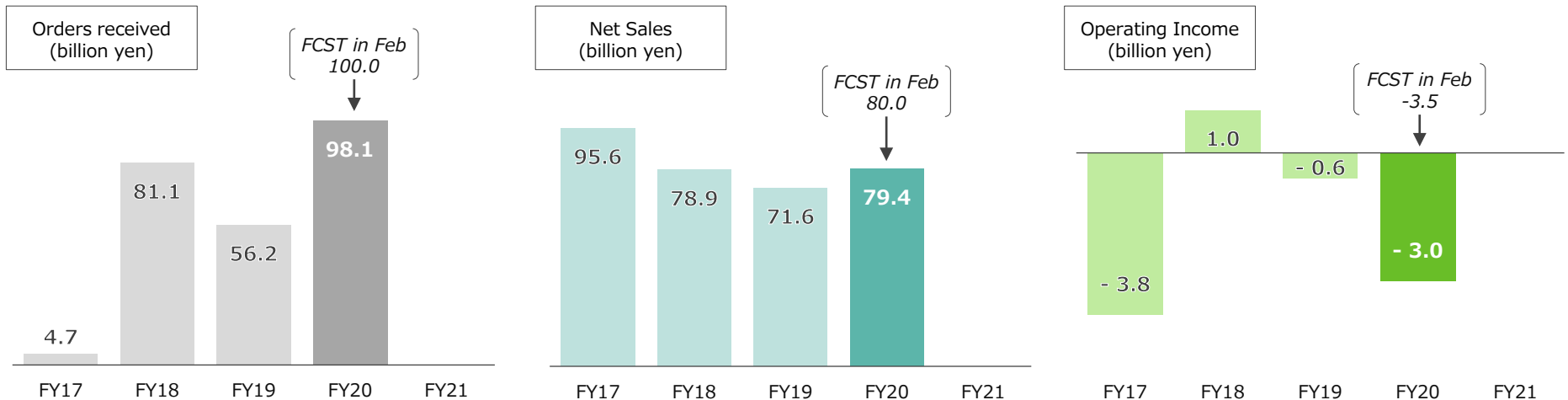
# 3 Details by Segment - Ship & Offshore Structure -

## FY2020 (vs. FY2019)

Orders received	↑	Increased due to orders received for a submarine for MOD and other factors (orders for 4 LPG carriers in 'FY19 and 4 in FY'20)
Net Sales	↑	Increased due to an increase in a construction works of submarine for MOD and other factors
Operating income	↓	Deteriorated due to the occurrence of operation losses and other factors, despite an increase in revenue

## FY2021 (vs.FY2020)

See page 39 for the new segment "Energy solutions and Marine Engineering"



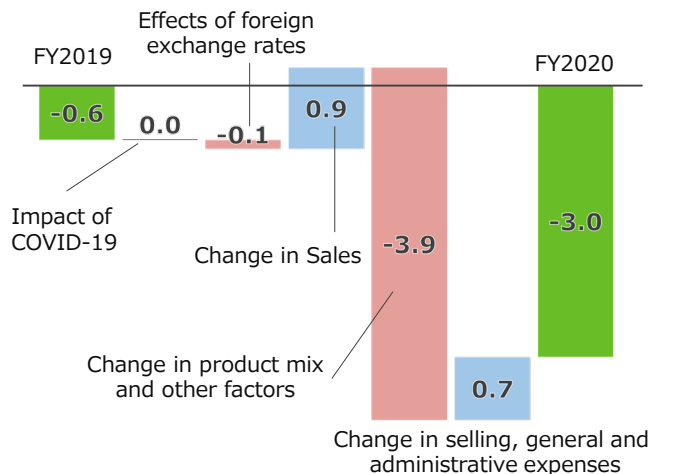
# Details by Segment - Ship & Offshore Structure -

(Billion Yen)

	FY2019	FY2020				FY2021	
	Actual	FCST in Feb.	Actual	Chg. vs FY19	Chg. vs FCST	Forecast	Chg. vs FY20
Orders Received	56.2	100.0	<b>98.1</b>	+ 41.8	- 1.9	-	-
Net Sales	71.6	80.0	<b>79.4</b>	+ 7.7	- 0.6	-	-
Operating Income (Loss)	- 0.6	- 3.5	<b>- 3.0</b>	- 2.4	+ 0.5	-	-
	[Margin] [- 0.8%]	[- 4.3%]	[- 3.7%]	[- 2.9pt]	[+ 0.6pt]		

See page 40 for the new segment  
"Energy solutions and Marine Engineering"

## Details of change in Operating Income(Loss) (billion yen)

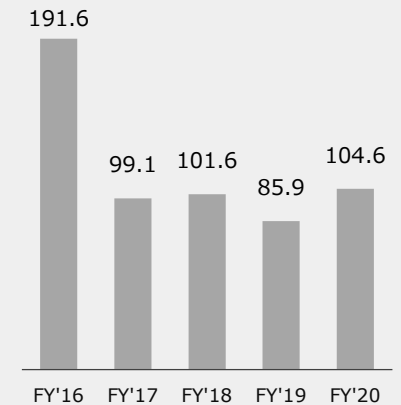


## Appendix

### Delivery year (number of ships)

	FY'20	FY21	FY22	FY23~	Order Backlog
	Actual	Scheduled			
LNG Carrier	-	-	-	-	-
LPG Carrier	2	3	4	-	7
Submarine	1	-	1	1	2
Others	3	-	-	-	-
<b>Total</b>	<b>6</b>	<b>3</b>	<b>5</b>	<b>1</b>	<b>9</b>

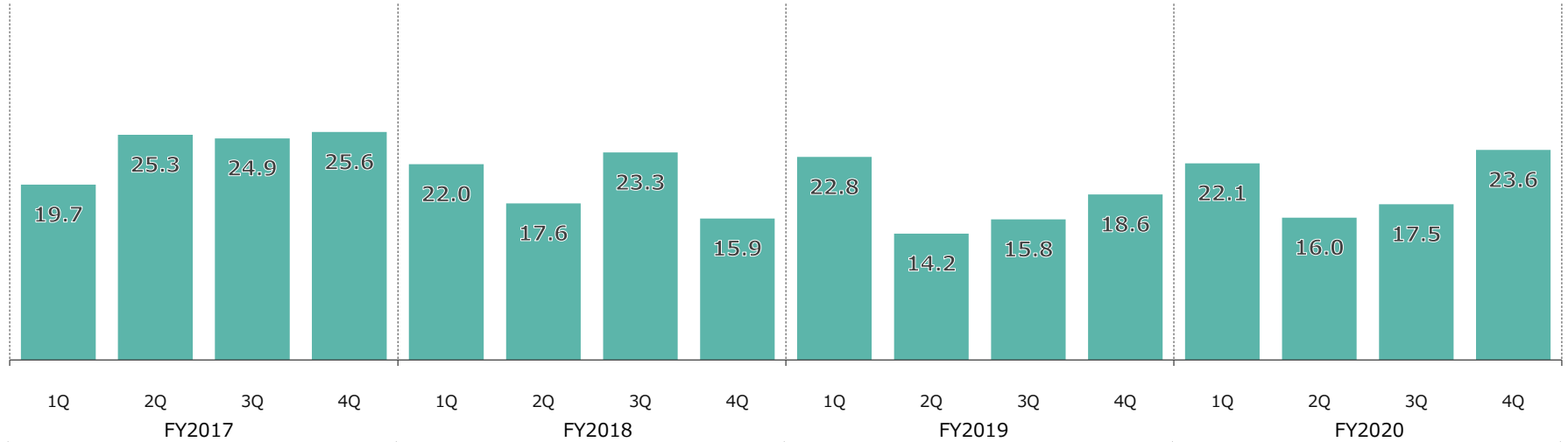
### Order Backlog (billion yen)



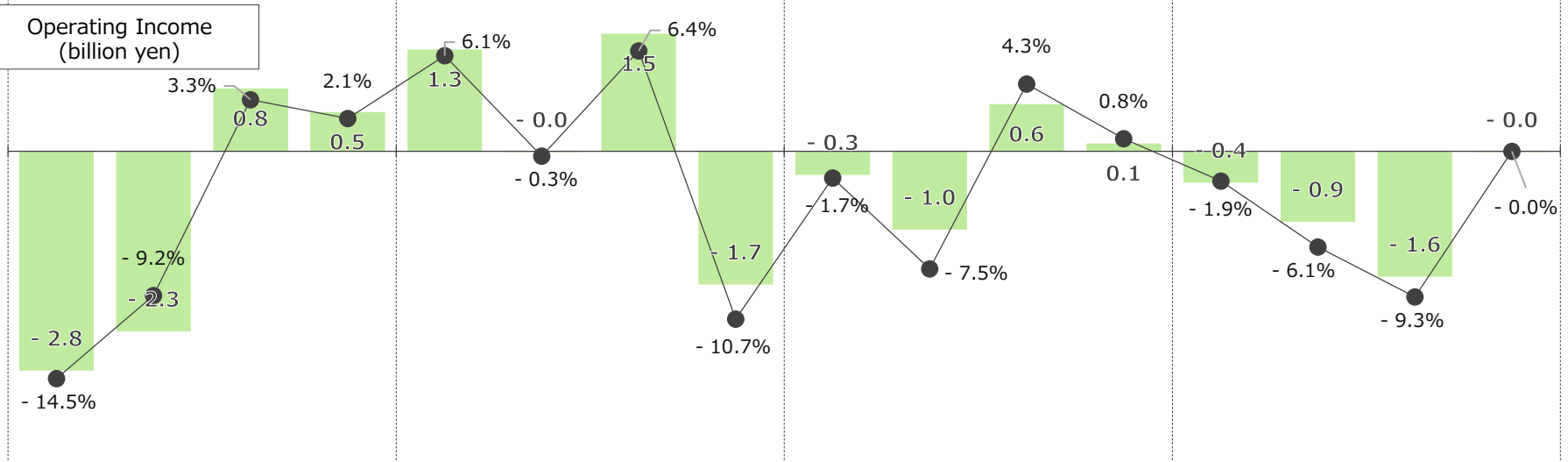
# 3

## Details by Segment - Ship & Offshore Structure -

Net Sales  
(billion yen)



Operating Income  
(billion yen)



## Market Overview

- Submarines & governmental ships
  - Stable orders are expected
  - Regular repairs will increase due to the extension of the lifespan
- Commercial ships
  - Demand for LNG fueled vessels increases as environmental regulations strengthen
  - The situation remain severe, amid the limited availability of new projects due to the uncertainty of global economic trends
  - Strict competition with shipyards in Korea and China makes it difficult to secure orders at profitable prices

## Specific Efforts

See page 42 for the new segment  
“Energy solutions and Marine Engineering”