

Mitsui Engineering & Shipbuilding Co., Ltd. and its Consolidated Subsidiaries

# 1st Quarter FINANCIAL RESULTS FOR FY2012

April 1, 2012 to June 30, 2012

(Millions of yen)

|                                   | Apr. 1 to Jun.<br>30, 2012 | Apr. 1 to Jun.<br>30, 2011 | Change (%) |
|-----------------------------------|----------------------------|----------------------------|------------|
| Orders Received                   | 118,897                    | 85,122                     | 39.7       |
| Net Sales                         | 130,080                    | 130,819                    | △0.6       |
| Operating Income (Loss)           | 4,185                      | 5,901                      | △29.1      |
| Ordinary Income (Loss)            | 5,034                      | 7,367                      | △31.7      |
| Net Income (Loss)                 | 1,441                      | 3,097                      | △53.5      |
| Net Income (Loss) per Share (Yen) | 1.74                       | 3.74                       | _          |

|   | As of Jun. 30,<br>2012 | As of Mar. 31, 2012 |
|---|------------------------|---------------------|
| Total Assets                            | 646,375                | 655,929             |
| Net Assets                              | 209,017                | 209,631             |
| Shareholders' Equity to<br>Total Assets | 27.8 %                 | 27.7 %              |

Note: This consolidated financials results has been prepared in accordance with Japanese accounting standards and Japanese law.

Forecast of Financial Results for FY2012

(Millions of yen)

|                               | Net Sales | Operating Income | Ordinary<br>Income | Net Income |
|-------------------------------|-----------|------------------|--------------------|------------|
| Year ending<br>March 31, 2013 | 590,000   | 20,000           | 19,000             | 9,000      |

Reference: Estimate is based on exchange rate of USD1.00 = JPY82.0

#### **Orders Received by Segment**

(Millions of yen)

|              | Apr. 1 to Jun.<br>30, 2012 | Apr. 1 to Jun.<br>30, 2011 | Difference |
|--------------|----------------------------|----------------------------|------------|
| Ship & Ocean | 79,204                     | 34,899                     | 44,305     |
|              | (66.6%)                    | (41.0%)                    | (127.0%)   |
| Machinery    | 16,099                     | 22,089                     | △5,989     |
|              | (13.5%)                    | (26.0%)                    | (△27.1%)   |
| Engineering  | 18,283                     | 23,294                     | △5,010     |
|              | (15.4%)                    | (27.3%)                    | (△21.5%)   |
| Others       | 5,308                      | 4,838                      | 470        |
|              | (4.5%)                     | (5.7%)                     | (9.7%)     |
| Total        | 118,897                    | 85,122                     | 33,774     |
|              | (100.0%)                   | (100.0%)                   | (39.7%)    |

### Sales by Segment

(Millions of yen)

|              | Apr. 1 to Jun.<br>30, 2012 | Apr. 1 to Jun.<br>30, 2011 | Difference |
|--------------|----------------------------|----------------------------|------------|
| Ship & Ocean | 80,801                     | 75,501                     | 5,300      |
|              | (62.1%)                    | (57.7%)                    | (7.0%)     |
| Machinery    | 30,657                     | 35,666                     | △5,008     |
|              | (23.6%)                    | (27.3%)                    | (△14.0%)   |
| Engineering  | 13,613                     | 14,033                     | △419       |
|              | (10.5%)                    | (10.7%)                    | (△3.0%)    |
| Others       | 5,006                      | 5,618                      | △612       |
|              | (3.8%)                     | (4.3%)                     | (△10.9%)   |
| Total        | 130,080                    | 130,819                    | △739       |
|              | (100.0%)                   | (100.0%)                   | (△0.6%)    |

## **Operating Income (Loss) by Segment**

(Millions of yen)

|              | Apr. 1 to Jun.<br>30, 2012 | Apr. 1 to Jun.<br>30, 2011 | Difference |
|--------------|----------------------------|----------------------------|------------|
| Ship & Ocean | 3,222                      | 1,665                      | 1,556      |
| Machinery    | 1,380                      | 4,808                      | △3,427     |
| Engineering  | △338                       | △592                       | 254        |
| Others       | △78                        | 23                         | △102       |
| Adjustment   | _                          | (3)                        | 3          |
| Total        | 4,185                      | 5,901                      | △1,715     |

### (NOTE)

From this 1st quarter consolidated-financial-accounting period, we have changed the company organization aiming at "the business expansion by both company 's synthetic strength and technical development related to environmental energy", and "the business expansion by global deployment", accordingly we have changed the reportable segment into three classification of "Ship & Ocean", " Machinery", and " Engineering " from the conventional four classification of "Ships", "Steel structures / construction", " Machinery", and "Plants."