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

## 3rd Quarter FINANCIAL RESULTS FOR FY2013

From April 1, 2013 to December 31, 2013
(Millions of yen)

|  | From Apr. 1, to <br> Dec. 31, 2013 | From Apr. 1, to <br> Dec. 31, 2012 | Change (\%) |
| :--- | ---: | ---: | ---: |
| New Orders Received | 533,390 | 285,851 | 86.6 |
| Net Sales | 441,275 | 404,013 | 9.2 |
| Operating Income | 17,261 | 19,089 | $(9.6)$ |
| Ordinary Income | 22,444 | 18,754 | 19.7 |
| Net Income | 10,507 | 8,306 | 26.5 |
| Net Income per Share (Yen) | 12.70 | 10.03 | - |


|  | As of Dec. 31, <br> $\mathbf{2 0 1 3}$ | As of Mar. 31, <br> $\mathbf{2 0 1 3}$ |
| :--- | ---: | ---: |
| Total Assets | 702,080 | 660,397 |
| Net Assets | 228,879 | 207,313 |
| Shareholders' Equity to <br> Total Assets | $27.5 \%$ | $26.6 \%$ |

Note: This consolidated financial results has been prepared in accordance with $J$ apanese accounting standards and J apanese law.

Forecast of Financial Results for FY2013

|  | Net Sales | Operating <br> Income | Ordinary <br> Income | Net Income |
| :--- | :---: | :---: | :---: | :---: |
| Year ending <br> March 31,2014 | 680,000 | 16,000 | 17,000 | 7,000 |

Reference: Estimate is based on exchange rate of USD1.00 =JPY95.0

New Orders by Segment
(Millions of yen)

|  | From Apr. 1, to <br> Dec. 31, 2013 | From Apr. 1, to <br> Dec. 31, 2012 | Difference |
| :--- | ---: | ---: | ---: |
| Ship \& Ocean | 317,640 | 130,975 | 186,664 |
|  | $59.5 \%$ | $45.8 \%$ | $142.5 \%$ |
| Machinery | 69,854 | 67,921 | 1,933 |
|  | $13.1 \%$ | $23.8 \%$ | $2.8 \%$ |
| Engineering | 122,080 | 69,736 | 52,344 |
|  | $22.9 \%$ | $24.4 \%$ | $75.1 \%$ |
| Others | 23,814 | 17,218 | 6,596 |
|  | $4.5 \%$ | $6.0 \%$ | $38.3 \%$ |
| Total | 533,390 | 285,851 | 247,538 |
|  | $100.0 \%$ | $100.0 \%$ | $86.6 \%$ |

Net Sales by Segment (Millions of yen)

|  | From Apr. 1, to <br> Dec. 31, 2013 | From Apr. 1, to <br> Dec. 31, 2012 | Difference |
| :--- | ---: | ---: | ---: |
| Ship \& Ocean | 249,917 | 233,552 | 16,365 |
|  | $56.6 \%$ | $57.8 \%$ | $7.0 \%$ |
| Machinery | 101,353 | 106,807 | $(5,453)$ |
|  | $23.0 \%$ | $26.5 \%$ | $(5.1 \%)$ |
| Engineering | 71,198 | 45,799 | 25,398 |
|  | $16.1 \%$ | $11.3 \%$ | $55.5 \%$ |
| Others | 18,805 | 17,854 | 951 |
|  | $4.3 \%$ | $4.4 \%$ | $5.3 \%$ |
| Total | 441,275 | 404,013 | 37,262 |
|  | $100.0 \%$ | $100.0 \%$ | $9.2 \%$ |

Operating Income (Loss) by Segment
(Millions of yen)

|  | From Apr. 1, to <br> Dec. 31, 2013 | From Apr. 1, to <br> Dec. 31, 2012 | Difference |
| :--- | ---: | ---: | ---: |
| Ship \& Ocean | 9,588 | 9,571 | 16 |
| Machinery | 7,508 | 9,590 | $(2,081)$ |
| Engineering | $(954)$ | $(352)$ | $(602)$ |
| Others | 1,118 | 279 | 839 |
| Total | 17,261 | 19,089 | $(1,828)$ |

