

# Consolidated Financial Results for 1st Quarter of Fiscal Year Ended March 31, 2023




August 4, 2022






Mitsui E&S Holdings Co., Ltd.

## 1st Quarter of FYE Mar. 2023 Results

- ◆ New Orders 106.6 Billion yen (QoQ )
- ◆ Net Sales 50.6 Billion yen (QoQ )
- ◆ Ordinary Income(Loss) (4.2) Billion yen (QoQ )

## FYE Mar. 2023 Forecast

- ◆ New Orders 270 Billion yen ( compared to May 13, 2022)
- ◆ Net Sales 250 Billion yen ( compared to May 13, 2022)
- ◆ Ordinary Income(Loss) 3 Billion yen ( compared to May 13, 2022)

## Topic

- ◆ Additional partial transfer of Mitsui E&S Shipbuilding shares.

# Summary of Results

(JPY: Billion)

	FYE Mar. 2022 1Q	FYE Mar. 2023 1Q	Var.
<b>New Orders</b>	96.3	106.6	+10.3
<b>Net Sales</b>	185.9	50.6	(135.4)
<b>Operating Income (Loss)</b>	2.8	(6.7)	(9.5)
<b>OP ratio</b>	1.5%	(13.3%)	—
<b>Ordinary Income (Loss)</b>	6.7	(4.2)	(10.9)
<b>OD ratio</b>	3.6%	(8.4%)	—
<b>Profit attributable to owners of parent</b>	5.7	(1.9)	(7.6)

<Average FX>

<b>USD/JPY</b>	110.70 Yen	129.97 Yen
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# Results Summary by Segment

(JPY: Billion)

	New Orders			Net Sales		
	FYE Mar. 2022 1Q	FYE Mar. 2023 1Q	Var.	FYE Mar. 2022 1Q	FYE Mar. 2023 1Q	Var.
Ship	3.6	5.6	+2.0	9.0	3.3	(5.7)
Ocean Development	45.8	-	(45.8)	119.9	-	(119.9)
Machinery	37.2	82.0	+44.9	38.2	35.8	(2.4)
Engineering	0.2	0	(0.1)	2.7	1.7	(1.1)
Others	9.5	18.9	+9.4	16.2	9.8	(6.4)
<b>Total</b>	<b>96.3</b>	<b>106.6</b>	<b>+10.3</b>	<b>185.9</b>	<b>50.6</b>	<b>(135.4)</b>

# Results Summary by Segment

(JPY: Billion)

	Operating Income (Loss)			Ordinary Income (Loss)		
	FYE Mar. 2022 1Q	FYE Mar. 2023 1Q	Var.	FYE Mar. 2022 1Q	FYE Mar. 2023 1Q	Var.
Ship	0.2	0	(0.2)	1.1	0.1	(1.0)
Ocean Development	1.6	-	(1.6)	4.4	(1.0)	(5.4)
Machinery	0.6	(0.8)	(1.4)	0.7	(0.6)	(1.3)
Engineering	(0.2)	(5.4)	(5.1)	(0.2)	(2.1)	(1.9)
Others	0.5	(0.5)	(1.0)	0.7	(0.5)	(1.3)
<b>Total</b>	<b>2.8</b>	<b>(6.7)</b>	<b>(9.5)</b>	<b>6.7</b>	<b>(4.2)</b>	<b>(10.9)</b>

# Summary of FYE Mar. 2023 Forecast

(JPY: Billion)

	Previous Forecast (May 13,2022)	New Forecast (Aug. 4,2022)	Var.
<b>New Orders</b>	270.0	270.0	0
<b>Net Sales</b>	250.0	250.0	0
<b>Operating Income</b>	5.0	5.0	0
<b>Ordinary Income</b>	3.0	3.0	0
<b>Profit attributable to owners of parent</b>	2.0	2.0	0
<b>Free CF</b>	(50.0)	(50.0)	0
<b>Debt (with interest)</b>	175.0	175.0	0

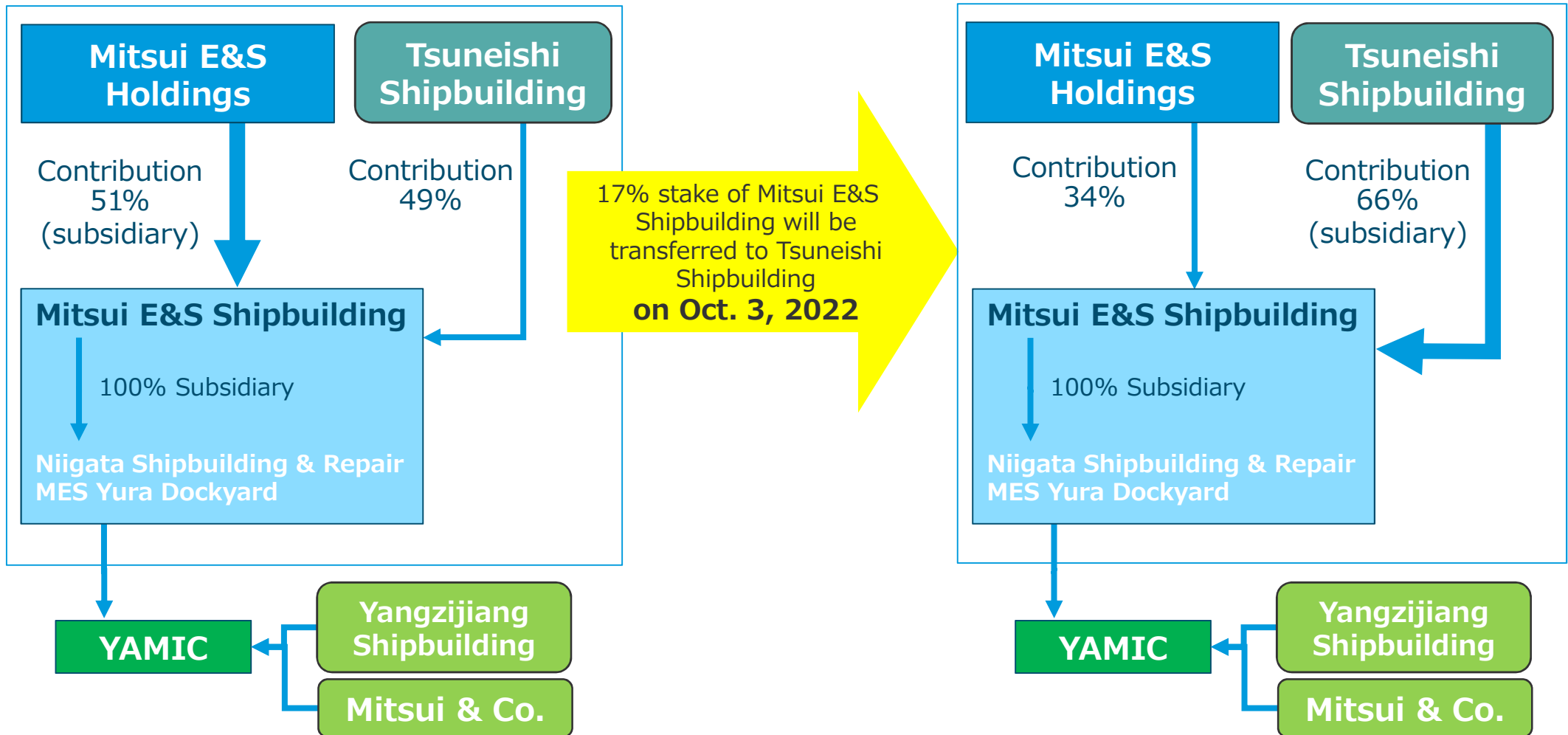
- \* No change from Previous Forecast
- \* Exchange rate assumption: ¥125/USD
- \* Impact for JPY1 appreciation against USD1 on operating income :  
Positive impact of approx. JPY 0.2 billion

# Summary of FYE Mar. 2023 Forecast by Segment

(JPY: Billion)

	New Orders	Net Sales	Operating Income (Loss)	Ordinary Income (Loss)
Ship	10.0	10.0	(1.0)	(1.0)
Ocean Development	-	-	-	1.0
Machinery	200.0	170.0	8.0	8.0
Engineering	0	20.0	(3.0)	(4.0)
Others	60.0	50.0	1.0	(1.0)
<b>Total</b>	<b>270.0</b>	<b>250.0</b>	<b>5.0</b>	<b>3.0</b>

\* No change from Previous Forecast



➤ Pursuit maximization for collaboration synergy and introduce our products, such as marine diesel engines, into created demand



# Appendix) Summary of Income Statement

(JPY: Billion)

	FYE Mar. 2022 1Q	FYE Mar. 2023 1Q	Var.	
<b>Net sales</b>	185.9	50.6	(135.4)	Decrease mainly due to the removal of MODEC from concatenation.
<b>Gross profit</b>	<b>13.0</b>	<b>0.3</b>	<b>(12.8)</b>	
Selling, general and administrative expenses	10.3	7.0	(3.3)	
<b>Operating income</b>	<b>2.8</b>	<b>(6.7)</b>	<b>(9.5)</b>	Decrease mainly due to currency exchange loss.
Non-operating income	5.2	4.6	(0.6)	
Non-operating expenses	1.3	2.1	+0.9	
<b>Ordinary income</b>	<b>6.7</b>	<b>(4.2)</b>	<b>(10.9)</b>	
Extraordinary income	5.0	2.4	(2.6)	
Extraordinary losses	0.2	0.3	+0.1	
<b>Profit before income taxes</b>	<b>11.4</b>	<b>(2.2)</b>	<b>(13.6)</b>	
Income taxes	4.4	(0.3)	(4.7)	
Profit attributable to non-controlling interests	1.3	0	(1.3)	
<b>Profit attributable to owners of parent</b>	<b>5.7</b>	<b>(1.9)</b>	<b>(7.6)</b>	

# Appendix) Summary of Balance Sheet

(JPY: Billion)

	FYE Mar. 2022	FYE Mar. 2023 1Q	Var.	
<b>Total assets</b>	<b>409.2</b>	<b>419.8</b>	<b>+10.6</b>	
(Cash and time deposits)	51.8	51.9	+0.1	
(Trade receivables)	78.6	73.0	(5.6)	
(Total property, plant, equipment and intangible assets)	134.4	133.6	(0.8)	
<b>Total liabilities</b>	<b>346.2</b>	<b>339.3</b>	<b>(6.9)</b>	
(Trade payables)	48.7	49.2	+0.5	
(Advances from customers)	30.9	44.8	+13.9	Increase mainly due to new orders of marine diesel engines.
(Provision for losses on construction contracts)	59.6	60.0	+0.4	
(Debt (with interest))	142.4	133.9	(8.5)	
<b>Total net assets</b>	<b>62.9</b>	<b>80.5</b>	<b>+17.5</b>	Increase due to issuance of class A preferred stock, etc.
(Own capital)	57.1	74.7	+17.6	
Capital-to-asset ratio	14.0%	17.8%	-	
Net D/E Ratio	1.6	1.1	-	

## Marine Diesel Engines (Mitsui E&S Machinery Co., Ltd.)

	FYE Mar. 2022 1Q		FYE Mar. 2023 1Q		FYE Mar. 2023 Forecast	
	Unit	Horse Power (10Kps)	Unit	Horse Power (10Kps)	Unit	Horse Power (10Kps)
<b>New Orders</b>	28	108	112	233	—	—
<b>Deliveries</b>	35	83	31	60	—	—
<b>Backlogs</b>	61	146	102	216	—	—
<b>Production</b>	30	70	33	72	135	300



In this document, performance forecasts, targets, plans, strategies, etc. of the Company in regard to the future contain forward-looking statements. These are forecasts that the Company reasonably determined based on information available at the present time and include both known and unknown risks and uncertainties. Accordingly, actual results or developments of our company in the future could differ significantly.

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