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# **Financial Results for First Quarter FY2020**

## **Supplementary Material(Details by Small Segments)**

Hitachi Zosen Corporation

( Unit: Billions of yen )

		FY2017 1Q	FY2018 1Q	FY2019 1Q (a)	FY2020 1Q (b)	Difference (b)-(a)
Order intake	EPC	10.1	29.2	17.3	14.5	- 2.8
	AOM*	41.2	45.6	28.3	32.2	3.9
	Total	51.3	74.8	45.6	46.7	1.1
Net sales	EPC	26.1	20.3	22.2	25.4	3.2
	AOM*	19.7	19.8	21.3	21.4	0.1
	Total	45.8	40.1	43.5	46.8	3.3
Operating income	EPC	- 3.0	- 4.4	- 3.7	- 2.4	1.3
	AOM*	- 0.2	- 0.3	0.1	- 1.1	- 1.2
	Total	- 3.2	- 4.7	- 3.6	- 3.5	0.1

Regarding the past year results of small segment of Environmental Systems & Industrial Plants, the figures have been rearranged in the FY2019 financial results as follows:

- (1) AOM businesses of HZI and HZI's subsidiaries: Formerly included in EPC, newly included in "Stable Business".
- (2) EPC businesses of domestic subsidiaries; NTI, SNT, Asano Ataka: Formerly included in "Stable Business", newly included in EPC.

\*AOM: After-sales services, Operation, and Maintenance.

( Unit: Billions of yen )

		FY2017 Results	FY2018 Results	FY2019 Results (a)	FY2020		Difference (c)-(a)	Difference (c)-(b)
					Forecast as of May (b)	Forecast as of Aug. (c)		
Order intake	EPC	99.1	148.5	132.9	160.0	160.0	27.1	0.0
	AOM	158.1	166.2	156.5	120.0	120.0	- 36.5	0.0
	Total	257.2	314.7	289.4	280.0	280.0	- 9.4	0.0
Net sales	EPC	110.0	107.3	125.8	140.0	140.0	14.2	0.0
	AOM	121.8	121.0	128.5	125.0	125.0	- 3.5	0.0
	Total	231.8	228.3	254.3	265.0	265.0	10.7	0.0
Operatng income	EPC	- 13.3	- 9.3	1.7	0.0	0.0	- 1.7	0.0
	AOM	14.6	14.9	14.1	11.0	11.0	- 3.1	0.0
	Total	1.3	5.6	15.8	11.0	11.0	- 4.8	0.0

# 1Q Results (by Small Segment of Machinery)

( Unit: Billions of yen )

		FY2017 1Q	FY2018 1Q	FY2019 1Q (a)	FY2020 1Q (b)	Difference (b)-(a)
Order intake	Marine Diesel Engine	4.0	2.9	7.7	2.1	- 5.6
	Press Machine	10.0	8.3	7.8	3.0	- 4.8
	Process Equipment	1.0	2.2	3.4	1.5	- 1.9
	Precision Machinery	7.0	4.6	4.7	5.3	0.6
	Others	3.5	4.8	7.4	6.2	- 1.2
	Total	25.5	22.8	31.0	18.1	- 12.9
Net sales	Marine Diesel Engine	4.0	3.2	3.8	4.2	0.4
	Press Machine	6.1	6.3	5.4	5.2	- 0.2
	Process Equipment	2.4	3.6	2.2	2.9	0.7
	Precision Machinery	5.2	5.8	3.7	4.5	0.8
	Others	2.8	2.6	3.6	3.6	0.0
	Total	20.5	21.5	18.7	20.4	1.7
Operating income	Marine Diesel Engine	- 0.3	- 0.7	0.0	- 0.2	- 0.2
	Press Machine	0.3	0.1	0.1	0.1	0.0
	Process Equipment	- 0.2	0.3	- 1.6	- 0.3	1.3
	Precision Machinery	0.2	0.0	- 0.5	0.0	0.5
	Others	- 0.3	- 0.3	- 0.2	0.0	0.2
	Total	- 0.3	- 0.6	- 2.2	- 0.4	1.8

# Results and Forecast (by Small Segment of Machinery)

( Unit: Billions of yen )

		FY2017 Results	FY2018 Results	FY2019 Results (a)	FY2020		Difference (c)-(a)	Difference (c)-(b)
					Forecast as of May (b)	Forecast as of Aug. (c)		
Order intake	Marine Diesel Engine	17.7	21.8	26.7	21.0	21.0	- 5.7	0.0
	Press Machine	22.9	23.6	21.3	16.0	16.0	- 5.3	0.0
	Process Equipment	15.1	12.5	22.1	16.0	16.0	- 6.1	0.0
	Precision Machinery	27.0	24.9	23.4	16.0	16.0	- 7.4	0.0
	Others	15.7	17.9	20.8	16.0	16.0	- 4.8	0.0
	Total	98.4	100.7	114.3	85.0	85.0	- 29.3	0.0
Net sales	Marine Diesel Engine	20.4	20.3	22.7	23.0	23.0	0.3	0.0
	Press Machine	24.4	25.3	23.1	18.0	18.0	- 5.1	0.0
	Process Equipment	13.7	18.9	14.3	18.0	18.0	3.7	0.0
	Precision Machinery	27.0	25.3	23.5	18.0	18.0	- 5.5	0.0
	Others	15.1	16.8	19.6	18.0	18.0	- 1.6	0.0
	Total	100.6	106.6	103.2	95.0	95.0	- 8.2	0.0
Operating income	Marine Diesel Engine	- 0.3	- 1.2	- 0.4	- 0.2	- 0.2	0.2	0.0
	Press Machine	1.0	- 0.1	0.6	0.0	- 0.2	- 0.8	- 0.2
	Process Equipment	0.3	- 0.5	- 2.9	0.0	0.0	2.9	0.0
	Precision Machinery	1.5	1.0	0.7	0.2	0.2	- 0.5	0.0
	Others	0.0	0.5	0.8	0.0	0.2	- 0.6	0.2
	Total	2.5	- 0.3	- 1.2	0.0	0.0	1.2	0.0



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**Hitachi Zosen creates links between mother nature and our future**

**Cautionary Statement**

Forward-looking statements are based on information currently available to Hitachi Zosen Corporation. Therefore those forward-looking statements include unknown risks and uncertainties. Accordingly, you should note that the actual results could differ materially from those forward-looking statements. Risks and uncertainties that could influence the ultimate outcome include, but are not limited to, the economic conditions surrounding Hitachi Zosen Corporation and/or exchange rate fluctuation.



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