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November 12, 2020  
IR, PR & CSR Department  
Chiyoda Corporation

## **Summary of the Briefing of the Second Quarter Financial Results for the Fiscal Year Ending March 31, 2021**

The following is a summary of a presentation (telephone conference) outlining Chiyoda Corporation's ("Chiyoda", TSE:6366) financial results, released on November 5, 2020, for the second quarter of fiscal year ending March 31, 2021. Please also refer to the "Financial Results for the 2<sup>nd</sup> Quarter of Fiscal Year Ending March 31, 2021" on our website.

### **1. Highlights**

- Financial results progressed steadily against overall full year forecasts.
- Revenue and profit progressed 58% and 83% respectively against full year forecasts.
- Cameron LNG: the third and final train was completed in July 2020 and the project was successfully handed over to the customer.
- Chiyoda continues to execute ongoing projects in cooperation with our clients, prioritizing the health and safety of our employees and stakeholders and taking countermeasures against COVID-19.
- FID's for large-scale overseas projects are expected in the second half of this fiscal year.

### **2. Income Statements**

- Revenue was JPY 161.5 billion, 58% of the full year forecast.
- Gross profit was JPY 11.1 billion, 43% of the full year forecast.
- Gross profit margin was 6.9%, compared to the full-year forecast of 9.3%. Although many projects are progressing as planned, some have been impacted by COVID-19.
- SG&A expenses were JPY 6 billion: a reduction of JPY 2 billion compared to the same period last year as a result of cost reductions.
- Net profit was JPY5.8 billion, 83% of the full-year forecast.

### **3. Balance Sheet**

- Total assets were JPY 325.2 billion, a reduction of JPY 59.8 billion compared to the same period last

year. This is due to reductions in cash and deposits, operating assets, jointly controlled assets of JV's and operating liabilities, coupled with the progress of ongoing projects such as the completion of Cameron LNG.

- Shareholder equity was JPY 30.9 billion at the end of September 2020 with an improved shareholder equity ratio of 9.5%. As per the Medium-term Management Plan, Chiyoda is aiming for a shareholder equity ratio of 20% with steadily increasing profits.

#### **4. Profit Analysis**

- The gross profit of JPY 11.1 billion in the second quarter includes JPY 9.8 billion from the energy business field and JPY 1.3 billion from the global environment business field.
- SG&A expenses reduced by JPY 2 billion compared to the same period last year as a result of cost reductions.
- Non-operating income is negative JPY 0.4 billion. As extraordinary income, gain on sales of shares of subsidiaries and associates was JPY 0.4 billion. Due to a corporate tax refund of JPY 0.6 billion in the USA, profit attributable to owners of parent amounted to JPY 5.8 billion.
- As a result of the above, shareholder equity ratio was 9.5%, an improvement of 3.2%.

#### **5. New Order / Backlog**

- New orders in the second quarter stood at JPY 60.1 billion. Chiyoda aims to secure new orders as FID's for large-scale overseas projects are expected to be made in the second half of this fiscal year.
- In the energy business field, Chiyoda is targeting the North Field Expansion (NFE) project in Qatar. The bid was submitted to the client on September 15, 2020 and discussions are ongoing.
- In the global environment business field, Chiyoda secured orders in pharmaceuticals and life sciences. Chiyoda aims to secure more orders in this business area in the second half of the fiscal year.
- Chiyoda aims to transform its business portfolio and earnings structure, which is not affected by resource prices, by expanding its business in the environment area.

#### **6. Forecast**

The full-year consolidated forecast remains unchanged.

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## **Appendix**

### **I . Breakdown of Revenue, New Order, and Backlog**

(Omitted)

### **II . Major Ongoing Projects**

- Chiyoda continues executing ongoing projects in cooperation with our clients, whilst taking countermeasures against the spread of COVID-19.

### **III . Growth Strategy**

#### **➤ Digital Transformation**

- 3D Plant Engineering
  - ✓ In August 2020, Chiyoda established PlantStream Inc. with Arent Inc., which has advanced CAD technologies.
  - ✓ PlantStream Inc. can create a 3D Model of 1,000 pipes in 1 minute, making it possible to build 3D Models up to 5 times faster and resulting in an 80% reduction in work volume for 3D plant engineering basic design.
  - ✓ Please find a QR code in the presentation slide for a video.
- Strengthened IT infrastructure
  - ✓ In October 2020, Chiyoda established TIS Chiyoda Systems Inc. with TIS Inc., a leading IT company.
  - ✓ TIS Chiyoda Systems Inc. provides integrated IT systems to advance company-wide digitalization and delivers IT solutions to enhance corporate value.

#### **➤ Frontier Business**

- Chiyoda focuses on three business areas; carbon recycling, diversified utilities and pharmaceuticals and life science.
- Chiyoda is continuing the advance towards a hydrogen society by using its SPERA hydrogen technology to progress the world's first global hydrogen supply chain demonstration project. For the first time ever, SPERA hydrogen was successfully transported from Brunei Darussalam and supplied

as a power generation fuel ne. Please find a QR code in the presentation slide for a video.

- SPERA hydrogen is highly regarded in Singapore and Chiyoda is collaborating with Singapore's government and local companies towards a sustainable hydrogen economy in the city-state.

Chiyoda's aim is for sustainable development through a balanced expansion between its existing EPC business and its new non-EPC business, focusing on decarbonization and carbon recycling.

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Note: Some additions and corrections have been made to simplify the content for readers. Any projections included in these materials are based solely on information available at the time this presentation was prepared. It is possible that actual results may vary significantly from the projections due to a number of risk factors such as economic conditions. The results projected here should not be construed in any way as being guaranteed by the Company. Investors are recommended not to depend solely on these projections for making investment decisions.