

# Financial Results for the 3<sup>rd</sup> Quarter of Fiscal Year Ending March 31, 2021

February 2<sup>nd</sup>, 2021 **Chiyoda Corporation** 



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**Growth Strategy** 



**Major Ongoing Projects** 



# 1.

2.

3.

## Income is progressing in line with forecasts

Revenue was 87% and Profit was 92%

## New Orders

Large-scale overseas orders are anticipated to reach final investment decision in the 4Q of this Fiscal Year

## Growth Strategy

Promoting 'Green Energy', expanding the pharmaceutical and life science business field and progressing digital transformation



	FY2019 3Q	FY2020 3Q	Difference	Full Year Forecast	Progress
Revenue	272.7	243.0	(29.7)	280.0	87%
Gross Profit	36.5	15.5	(21.0)	26.0	60%
Gross Profit Margin	13.4%	6.4%	(7.0)pt	9.3%	—
SG&A Expenses	(11.9)	(9.4)	2.5	(15.0)	63%
Operating Income	24.5	6.1	(18.5)	11.0	55%
Ordinary Income	20.9	6.2	(14.7)	9.0	69%
Profit*	16.9	6.5	(10.4)	7.0	92%
Exchange Rate JPY/ USD	110	104		107	



	2020 Mar .31	2020 Sep. 30	Difference		2020 Mar. 31	2020 Sep. 30	Difference
Current Assets	360.4	311.6	(48.8)	Current Liabilities	319.9	251.1	(68.8)
Cash and Deposits	124.4	92.4	(32.0)	Operating Liabilities*3	257.5	189.1	(68.4)
Operating Assets*1	66.4	73.8	7.4	Provision for Loss on Construction Contracts	34.9	36.7	1.9
Accounts Receivable - Other	68.7	69.5	0.8	Non-current liabilities	40.2	49.9	9.6
Jointly Controlled Assets of JV *2	96.0	69.4	(26.6)	Long-term Loans Payable	35.7	45.7	9.9
Non-current Assets	24.7	22.1	(2.6)	Net Assets	24.9	32.7	7.7
Total Assets	385.1	333.7	(51.4)	Liabilities and Net Assets	385.1	333.7	(51.4)

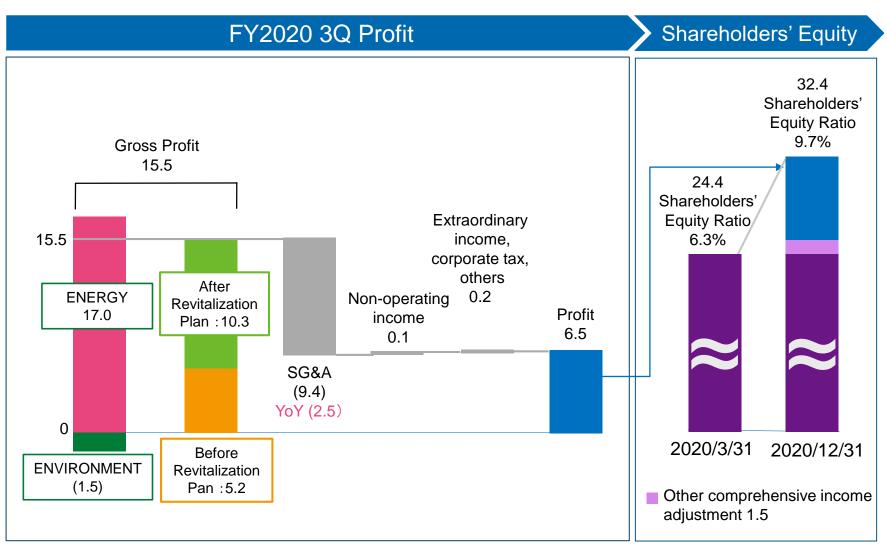
- \*1 Operating assets: Notes receivable, accounts receivable from completed construction contracts + Costs on uncompleted construction contracts
- \*2 Jointly controlled assets of JV: Cash and deposits of joint venture proportional to Chiyoda's interest
- \*3 Operating liabilities: Notes payable, accounts payable for construction contracts + Advances received on construction contracts in progress

Shareholders' Equity	24.4	32.4	7.9
Shareholders' Equity Ratio	6.3%	9.7%	3.4pt





Billions of JPY



\* Along the Revitalization Plan published on May, 9, 2019



## **5** New Orders / Backlog

Billions of JPY

	FY2019 3Q	FY2020 3Q	Difference
New Order	140.0	102.8	(37.2)
Energy	103.6	55.0	(48.6)
Global Environment	36.4	47.8	11.4

Forecast	Progress
650.0	16%

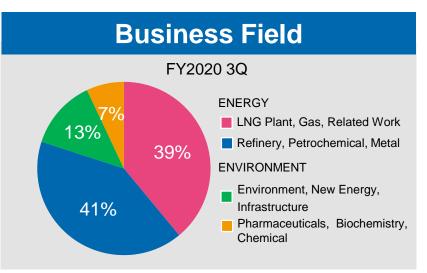
	2020 Mar. 31	2020 Sep. 30	Difference
Backlog	811.8	626.8	(185.0)
Energy	693.1	509.6	(183.5)
Global Environment	118.8	117.2	1.6

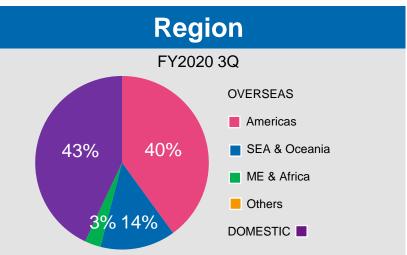
### Backlog of Major Projects

	More than 100 bn JPY	More than 50 bn JPY	More than 10 bn JPY
Energy	Golden Pass LNG		Texas Ethylene, Tangghu LNG
<b>Global Environment</b>			Biomass, Energy Storage System



### Att. 1 Revenue Breakdown



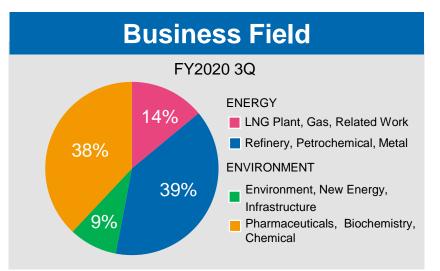


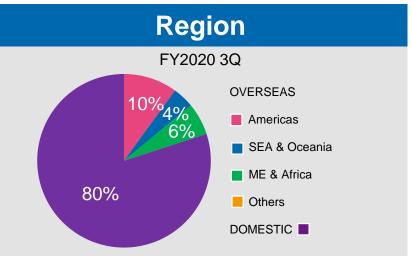
	FY2019 3Q	FY2020 3Q
ENERGY	219.0	194.0
LNG Plant, Gas, Related Work	132.3	94.8
Refinery, Petrochemical, Metal	86.7	99.2
ENVIRONMENT	53.6	49.0
Environment, New Energy, Infrastructure	36.1	32.3
Pharmaceuticals, Biochemistry, Chemical	17.6	16.7
TOTAL	272.7	243.0

	FY2019 3Q	FY2020 3Q
OVERSEAS	177.5	137.6
Americas	137.1	97.3
SEA & Oceania	32.4	33.5
ME & Africa	7.9	6.8
Others	0.1	0.0
DOMESTIC	95.2	105.4
TOTAL	272.7	243.0



### Att. 1 New Order Breakdown



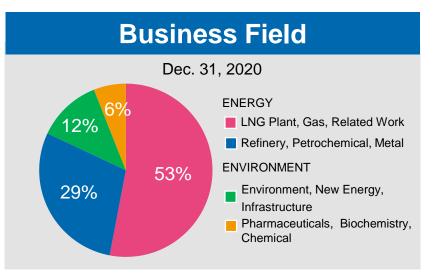


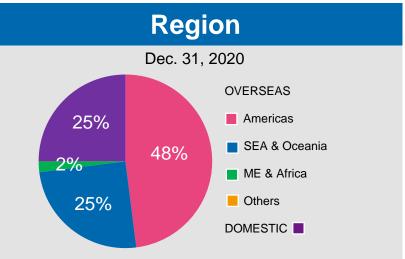
	FY2019 3Q	FY2020 3Q
ENERGY	103.6	55.0
LNG Plant, Gas, Related Work	61.6	14.8
Refinery, Petrochemical, Metal	42.0	40.2
ENVIRONMENT	36.4	47.8
Environment, New Energy, Infrastructure	12.3	9.1
Pharmaceuticals, Biochemistry, Chemical	24.1	38.7
TOTAL	140.0	102.8

	FY2019 3Q	FY2020 3Q
OVERSEAS	69.4	21.1
Americas	19.7	10.4
SEA & Oceania	45.1	4.2
ME & Africa	4.6	6.5
Others	0.0	0.0
DOMESTIC	70.6	81.7
TOTAL	140.0	102.8



# Att. 3 Backlog Breakdown





	2020 Mar. 31	2020 Dec. 31
ENERGY	693.1	509.6
LNG Plant, Gas, Related Work	450.1	330.0
Refinery, Petrochemical, Metal	242.9	179.6
ENVIRONMENT	118.8	117.2
Environment, New Energy, Infrastructure	20.1	75.2
Pharmaceuticals, Biochemistry, Chemical	98.7	42.0
TOTAL	811.8	626.8

	2020 Mar. 31	2020 Dec. 31
OVERSEAS	632.3	472.7
Americas	429.7	304.8
SEA & Oceania	188.3	154.7
ME & Africa	14.3	13.2
Others	0.0	0.0
DOMESTIC	179.6	154.0
TOTAL	811.8	626.8



## Appendix



## Growth Strategy

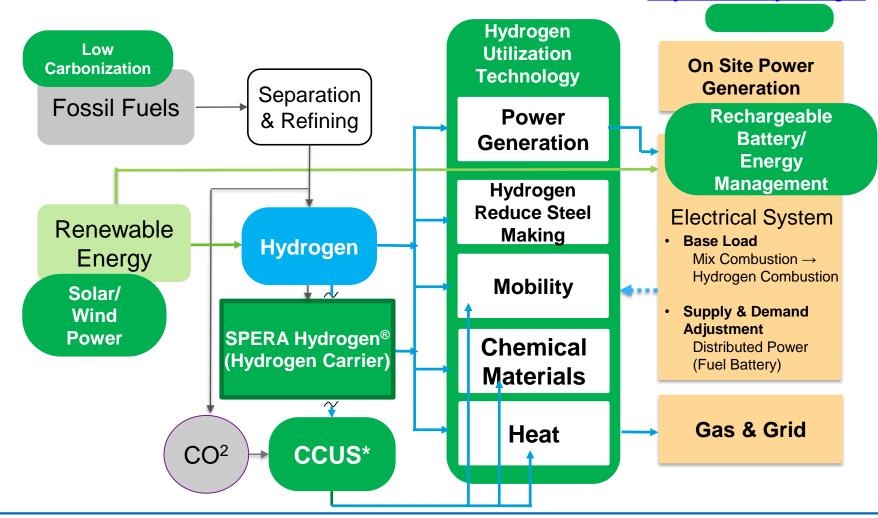
## Major Ongoing Projects



# Growth Strategy Green Energy



Contributing to a net zero emissions society with engineering solutions for implementation in the green energy value chain Chiyoda's Priority Strategies



\* CCUS = Carbon dioxide Capture, Utilization and Storage



# Growth Strategy SPERA® Hydrogen



In Dec. 2020, Chiyoda completed the world's first global hydrogen supply chain demonstration \*1

### Developing technology for a <u>safe stable hydrogen supply</u>, advancing towards commercialization

- Mass global hydrogen storage and transportation (over 100 tons in ten months)
- Utilizing existing facilities and transportation meeting safety standards
- Stable supply of imported hydrogen to a gas turbine power generation facility, for the first time in japan

### Advantage of SPERA Hydrogen®

- Technically proven for commercialization
- Safest hydrogen carrier
- Meets existing industrial/safety standards and utilizes existing petrochemical infrastructure

### A practical solution to accelerate a hydrogen society

# Global Supply Chain DemonstrationHydrogenationTransportationImage: Arrow of the strain of the str

Receiving of MCH \*2

Dehydrogenation plant in Kawasaki

Courtesy of TOA Oil Co.

- \*1 NEDO-funded project: Development of Technologies for Realizing a Hydrogen Society / Development of Large-Scale Hydrogen-Energy Utilization Technology
- \*2 Methylcyclohexane: produced from toluene and hydrogen and transportable in a liquid state at ambient temperature and pressure



# Growth Strategy Carbon Capture



### CO<sub>2</sub> Separation and Recovery

### **CCS Demonstration Plant [Completed]**

- Client: Toshiba Energy Systems & Solutions Corporation
- Completed in October 2020
- Chiyoda's CT-121 process is used to fuel gas desulfurization facilities
- First in Japan to capture over 50% of CO<sub>2</sub> emitted by thermal power plant



Photo: Courtesy of Toshiba Energy Systems & Solutions Corporation



# Government Government Government

### The World's Largest Battery Energy Storage System [ongoing]

- Client: North Hokkaido Wind Energy Transmission Corporation with investment by Eurus Energy Holdings Corporation.
- High capacity battery energy storage system (240MW) substation in North Toyotomi
- A stable source of renewable energy; sensitive to environmental changes



North Hokkaido Wind Energy Transmission Corporation. Battery Energy Storage System Construction Site (Photo as of July 2020)



# Growth Strategy Pharmaceutical / Life Science GOAL

### Construction of vaccine factory for genetically modified protein [ongoing]

 Manufacturing plant for Shinogi & Co., Ltd. for COVID-19 vaccine Drug Substance from genetically modified protein-EPC\* ongoing



Photo: Courtesy of UNIGEN Inc.

Collaborating in continuous Manufacturing technology for APIs and Intermediates [ongoing]

- Developed in collaboration with Shionogi Pharma Co., Ltd.
- Expertise in the hydrogenation reaction process in petroleum refining for practical application in pharmaceutical products
- Overall Control Management for production using AI technology / Process Optimization



# Growth Strategy Digital Transformation



## EFEXIS™

### **Globally introduced industrial facilities**

Innovative solution combining plant engineering expertise and advanced digital AI technology

- Visualization and automation of plant operation / maintenance without large-scale modification
- Improved asset value with operation optimization, availability, and maintenance efficiency



## **PlantStream**<sup>™</sup>

### **Plant Engineering Business Promotion**

Innovative engineering system combining plant engineering expertise with CAD and optimization technology knowledge

- Reduces approximately 80% of basic process engineering
- Improves the speed of 3D engineering by up to 5 times

#### QR Code for YouTube Video









## Major Ongoing Projects

Project	Tangguh LNG Expansion, Indonesia	Texas Ethylene, U.S.	Golden Pass LNG, U.S.
Client	BP Berau Ltd.	Gulf Coast Growth Ventures (ExxonMobil & SABIC JV)	Golden Pass Products (ExxonMobil and Qatar Petroleum JV)
Partner	Saipem, Tripatra	Kiewit Energy Group Inc.	Zachry, McDermott
Scheduled Completion Date	Under Review due to Pandemic	2021	2025
Progress	Approx. 89%	Approx. 86%	Approx.22%
Status	Construction ongoing	<ul> <li>Modules manufactured in China</li> <li>Module shipments to USA progressing</li> <li>Site construction ongoing</li> </ul>	Engineering, procurement and site construction ongoing



### **Texas Ethylene**





Sustained Growth and Reinforcing Our Reputation for Reliability



Chiyoda Corporation IR, PR & CSR Department https://www.chiyodacorp.com/en/

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