



Financial Results for Third Quarter FY2020

Supplementary Material(Details by Small Segments)

Hitachi Zosen Corporation

(Unit: Billions of yen)

		FY2017 3Q	FY2018 3Q	FY2019 3Q (a)	FY2020 3Q (b)	Difference (b)-(a)
Order intake	EPC	75.9	66.4	78.1	141.7	63.6
	AOM*	124.0	131.8	94.0	101.6	7.6
	Total	199.9	198.2	172.1	243.3	71.2
Net sales	EPC	77.2	65.0	84.1	89.4	5.3
	AOM*	73.5	72.7	80.4	77.1	- 3.3
	Total	150.7	137.7	164.5	166.5	2.0
Operating income	EPC	- 13.4	- 11.9	- 1.9	- 2.3	- 0.4
	AOM*	4.9	3.6	4.3	3.3	- 1.0
	Total	- 8.5	- 8.3	2.4	1.0	- 1.4

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.

Results and Forecast (by Small Segment of Environmental Systems & Industrial Plants)

(Unit: Billions of yen)

		FY2017 Results	FY2018 Results	FY2019 Results (a)	FY2020			Difference (c)-(a)	Difference (c)-(b)
					Forecast as of May	Forecast as of Nov. (b)	Forecast as of Feb. (c)		
Order intake	EPC	99.1	148.5	132.9	160.0	160.0	160.0	27.1	0.0
	AOM	158.1	166.2	156.5	120.0	120.0	130.0	- 26.5	10.0
	Total	257.2	314.7	289.4	280.0	280.0	290.0	0.6	10.0
Net sales	EPC	110.0	107.3	125.8	140.0	140.0	133.0	7.2	- 7.0
	AOM	121.8	121.0	128.5	125.0	125.0	132.0	3.5	7.0
	Total	231.8	228.3	254.3	265.0	265.0	265.0	10.7	0.0
Operatng income	EPC	- 13.3	- 9.3	1.7	0.0	- 1.0	- 0.5	- 2.2	0.5
	AOM	14.6	14.9	14.1	11.0	12.0	12.5	- 1.6	0.5
	Total	1.3	5.6	15.8	11.0	11.0	12.0	- 3.8	1.0

3Q Results (by Small Segment of Machinery)

(Unit: Billions of yen)

		FY2017 3Q	FY2018 3Q	FY2019 3Q (a)	FY2020 3Q (b)	Difference (b)-(a)
Order intake	Marine Diesel Engine	10.4	14.4	18.8	15.5	- 3.3
	Press Machine	17.4	17.9	17.4	7.6	- 9.8
	Process Equipment	4.3	9.1	8.9	6.7	- 2.2
	Precision Machinery	20.0	15.3	15.5	18.7	3.2
	Others	12.2	13.8	16.2	14.8	- 1.4
	Total	64.3	70.5	76.8	63.3	- 13.5
Net sales	Marine Diesel Engine	14.2	12.9	15.0	16.9	1.9
	Press Machine	17.7	18.5	16.7	13.3	- 3.4
	Process Equipment	10.5	12.6	8.7	11.1	2.4
	Precision Machinery	18.2	17.2	15.1	15.9	0.8
	Others	10.3	11.5	13.1	12.8	- 0.3
	Total	70.9	72.7	68.6	70.0	1.4
Operating income	Marine Diesel Engine	- 0.4	- 1.0	- 0.2	0.2	0.4
	Press Machine	0.8	0.0	0.5	0.7	0.2
	Process Equipment	- 0.1	- 1.1	- 3.6	- 0.7	2.9
	Precision Machinery	0.8	- 0.1	- 0.2	0.4	0.6
	Others	- 0.3	- 0.3	0.2	0.5	0.3
	Total	0.8	- 2.5	- 3.3	1.1	4.4

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	Forecast as of Nov. (b)	Forecast as of Feb. (c)		
Order intake	Marine Diesel Engine	17.7	21.8	26.7	21.0	21.0	26.0	- 0.7	5.0
	Press Machine	22.9	23.6	21.3	16.0	16.0	13.0	- 8.3	- 3.0
	Process Equipment	15.1	12.5	22.1	16.0	16.0	8.0	- 14.1	- 8.0
	Precision Machinery	27.0	24.9	23.4	16.0	16.0	22.0	- 1.4	6.0
	Others	15.7	17.9	20.8	16.0	16.0	16.0	- 4.8	0.0
	Total	98.4	100.7	114.3	85.0	85.0	85.0	- 29.3	0.0
Net sales	Marine Diesel Engine	20.4	20.3	22.7	23.0	23.0	21.0	- 1.7	- 2.0
	Press Machine	24.4	25.3	23.1	18.0	18.0	16.0	- 7.1	- 2.0
	Process Equipment	13.7	18.9	14.3	18.0	18.0	17.0	2.7	- 1.0
	Precision Machinery	27.0	25.3	23.5	18.0	18.0	23.0	- 0.5	5.0
	Others	15.1	16.8	19.6	18.0	18.0	18.0	- 1.6	0.0
	Total	100.6	106.6	103.2	95.0	95.0	95.0	- 8.2	0.0
Operating income	Marine Diesel Engine	- 0.3	- 1.2	- 0.4	- 0.2	- 0.2	0.0	0.4	0.2
	Press Machine	1.0	- 0.1	0.6	0.0	- 0.2	0.0	- 0.6	0.2
	Process Equipment	0.3	- 0.5	- 2.9	0.0	0.0	- 0.3	2.6	- 0.3
	Precision Machinery	1.5	1.0	0.7	0.2	0.2	0.7	0.0	0.5
	Others	0.0	0.5	0.8	0.0	0.2	0.6	- 0.2	0.4
	Total	2.5	- 0.3	- 1.2	0.0	0.0	1.0	2.2	1.0



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