



Financial Results for First Quarter FY2021

Supplementary Material

August 4, 2021

Hitachi Zosen Corporation

Order Intake, Net Sales, Operating Income (1Q Results)

(Unit: Billions of yen)

		FY2018 1Q	FY2019 1Q	FY2020 1Q (a)	FY2021 1Q (b)	Difference (b)-(a)
Order intake	Enviromental Systems	74.8	45.6	46.7	123.9	77.2
	Machinery & Infrastructure	28.1	43.9	21.5	31.5	10.0
	Other	2.8	2.8	2.1	1.9	- 0.2
	Total	105.7	92.3	70.3	157.3	87.0
Net sales	Enviromental Systems	40.1	43.5	46.8	55.3	8.5
	Machinery & Infrastructure	28.2	24.5	26.6	23.3	- 3.3
	Other	2.7	2.9	2.1	1.8	- 0.3
	Total	71.0	70.9	75.5	80.4	4.9
Operating income	Enviromental Systems	- 4.7	- 3.6	- 3.5	- 1.4	2.1
	Machinery & Infrastructure	- 0.5	- 3.1	- 0.6	- 0.7	- 0.1
	Other	0.2	0.3	0.1	0.1	0.0
	Total	- 5.0	- 6.4	- 4.0	- 2.0	2.0

Order Intake, Net Sales, Operating Income (Full year Results and Forecast)

(Unit: Billions of yen)

		FY2018	FY2019	FY2020	FY2021		Difference	Difference
		Results	Results	Results (a)	Initial Forecast (b)	Forecast as of Aug. (c)	(c)-(a)	(c)-(b)
Order intake	Enviromental Systems	314.7	289.4	303.7	315.0	315.0	11.3	0.0
	Machinery & Infrastructure	128.3	154.0	117.3	125.0	125.0	7.7	0.0
	Other	12.0	10.7	8.4	10.0	10.0	1.6	0.0
	Total	455.0	454.1	429.4	450.0	450.0	20.6	0.0
Net sales	Enviromental Systems	228.3	254.3	269.4	265.0	265.0	- 4.4	0.0
	Machinery & Infrastructure	138.4	136.7	130.8	125.0	125.0	- 5.8	0.0
	Other	11.4	11.4	8.3	10.0	10.0	1.7	0.0
	Total	378.1	402.4	408.5	400.0	400.0	- 8.5	0.0
Operating income	Enviromental Systems	5.6	15.8	12.6	13.0	13.0	0.4	0.0
	Machinery & Infrastructure	1.0	- 2.8	2.6	1.0	1.0	- 1.6	0.0
	Other	0.7	0.8	0.1	0.0	0.0	- 0.1	0.0
	Total	7.3	13.8	15.3	14.0	14.0	- 1.3	0.0

Small Segment : Environmental Business (1Q Results)

		FY2018 1Q	FY2019 1Q	FY2020 1Q (a)	FY2021 1Q (b)	Difference (b)-(a)
Order intake	EPC	29.2	17.3	14.5	81.0	66.5
	AOM*	45.6	28.3	32.2	42.9	10.7
	Total	74.8	45.6	46.7	123.9	77.2
Net sales	EPC	20.3	22.2	25.4	32.7	7.3
	AOM*	19.8	21.3	21.4	22.6	1.2
	Total	40.1	43.5	46.8	55.3	8.5
Operating income	EPC	- 4.4	- 3.7	- 2.4	- 1.0	1.4
	AOM*	- 0.3	0.1	- 1.1	- 0.4	0.7
	Total	- 4.7	- 3.6	- 3.5	- 1.4	2.1

(Unit: Billions of yen)

【Of which, Inova Group (consolidated)】

		FY2018 1Q	FY2019 1Q	FY2020 1Q (a)	FY2021 1Q (b)	Difference (b)-(a)
Order intake	EPC	0.8	1.0	10.4	63.7	53.3
	AOM*	2.0	1.5	1.8	2.5	0.7
	Total	2.8	2.5	12.2	66.2	54.0
Net sales	EPC	7.4	5.4	11.5	23.2	11.7
	AOM*	1.8	2.3	2.8	2.3	- 0.5
	Total	9.2	7.7	14.3	25.5	11.2
Operating income	EPC	- 3.0	- 3.2	- 0.7	0.5	1.2
	AOM*	- 0.3	0.2	0.2	0.5	0.3
	Total	- 3.3	- 3.0	- 0.5	1.0	1.5

(Unit: Billions of yen)

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

Small Segment : Environmental Business (Full year Results and Forecast)

		FY2018	FY2019	FY2020	FY2021		Difference	Difference	(Unit: Billions of yen)
		Results	Results	Results	Forecast	Forecast			
				(a)	as of May	as of Aug.	(c)-(a)	(c)-(b)	
					(b)	(c)			
Order intake	EPC	148.5	132.9	168.7	195.0	195.0	26.3	0.0	
	AOM*	166.2	156.5	135.0	120.0	120.0	- 15.0	0.0	
	Total	314.7	289.4	303.7	315.0	315.0	11.3	0.0	
Net sales	EPC	107.3	125.8	136.6	140.0	140.0	3.4	0.0	
	AOM*	121.0	128.5	132.8	125.0	125.0	- 7.8	0.0	
	Total	228.3	254.3	269.4	265.0	265.0	- 4.4	0.0	
Operating income	EPC	- 9.3	1.7	1.1	1.5	1.5	0.4	0.0	
	AOM*	14.9	14.1	11.5	11.5	11.5	0.0	0.0	
	Total	5.6	15.8	12.6	13.0	13.0	0.4	0.0	

【Of which, Inova Group (consolidated)】

		FY2018	FY2019	FY2020	FY2021		Difference	Difference	(Unit: Billions of yen)
		Results	Results	Results	Forecast	Forecast			
				(a)	as of May	as of Aug.	(c)-(a)	(c)-(b)	
					(b)	(c)			
Order intake	EPC	63.7	62.5	97.7	124.0	124.0	26.3	0.0	
	AOM*	8.4	24.4	7.2	16.0	16.0	8.8	0.0	
	Total	72.1	86.9	104.9	140.0	140.0	35.1	0.0	
Net sales	EPC	33.9	47.2	70.8	77.0	77.0	6.2	0.0	
	AOM*	6.1	9.0	11.5	13.0	13.0	1.5	0.0	
	Total	40.0	56.2	82.3	90.0	90.0	7.7	0.0	
Operating income	EPC	- 9.2	0.3	1.8	3.0	3.0	1.2	0.0	
	AOM*	1.3	0.3	0.1	0.5	0.5	0.4	0.0	
	Total	- 7.9	0.6	1.9	3.5	3.5	1.6	0.0	

Small Segment : Machinery and Infrastructure Business (1Q Results)

		FY2018 1Q	FY2019 1Q	FY2020 1Q (a)	FY2021 1Q (b)	Difference (b)-(a)
Order intake	Marine Diesel Engine	2.9	7.7	2.1	9.8	7.7
	Press Machine	8.3	7.8	3.0	3.1	0.1
	Process Equipment	2.2	3.4	1.5	1.2	- 0.3
	Precision Machinery	4.6	4.7	5.3	7.0	1.7
	Other Machinery	4.8	7.4	6.2	4.7	- 1.5
	Infrastructure	5.3	12.9	3.4	5.7	2.3
	Total	28.1	43.9	21.5	31.5	10.0
Net sales	Marine Diesel Engine	3.2	3.8	4.2	4.6	0.4
	Press Machine	6.3	5.4	5.2	2.7	- 2.5
	Process Equipment	3.6	2.2	2.9	2.0	- 0.9
	Precision Machinery	5.8	3.7	4.5	4.6	0.1
	Other Machinery	2.6	3.6	3.6	4.3	0.7
	Infrastructure	6.7	5.8	6.2	5.1	- 1.1
	Total	28.2	24.5	26.6	23.3	- 3.3
Operating income	Marine Diesel Engine	- 0.7	0.0	- 0.2	0.0	0.2
	Press Machine	0.1	0.1	0.1	0.0	- 0.1
	Process Equipment	0.3	- 1.6	- 0.3	- 0.3	0.0
	Precision Machinery	0.0	- 0.5	0.0	- 0.2	- 0.2
	Other Machinery	- 0.3	- 0.2	0.0	0.0	0.0
	Infrastructure	0.1	- 0.9	- 0.2	- 0.2	0.0
	Total	- 0.5	- 3.1	- 0.6	- 0.7	- 0.1

(Unit: Billions of yen)

Small Segment : Machinery and Infrastructure Business (Full year Results and Forecast)

(Unit: Billions of yen)

		FY2018	FY2019	FY2020	FY2021		Difference (c)-(a)	Difference (c)-(b)
		Results	Results	Results (a)	Forecast as of May (b)	Forecast as of Aug. (c)		
Order intake	Marine Diesel Engine	21.8	26.7	28.4	19.5	19.5	- 8.9	0.0
	Press Machine	23.6	21.3	12.7	15.0	15.0	2.3	0.0
	Process Equipment	12.5	22.1	4.9	18.0	18.0	13.1	0.0
	Precision Machinery	24.9	23.4	24.3	25.5	25.5	1.2	0.0
	Other Machinery	17.9	20.8	19.2	15.0	15.0	- 4.2	0.0
	Infrastructure	27.6	39.7	27.8	32.0	32.0	4.2	0.0
	Total	128.3	154.0	117.3	125.0	125.0	7.7	0.0
Net sales	Marine Diesel Engine	20.3	22.7	24.0	24.5	24.5	0.5	0.0
	Press Machine	25.3	23.1	16.6	14.0	14.0	- 2.6	0.0
	Process Equipment	18.9	14.3	18.4	14.0	14.0	- 4.4	0.0
	Precision Machinery	25.3	23.5	23.9	25.5	25.5	1.6	0.0
	Other Machinery	16.8	19.6	18.8	17.0	17.0	- 1.8	0.0
	Infrastructure	31.8	33.5	29.1	30.0	30.0	0.9	0.0
	Total	138.4	136.7	130.8	125.0	125.0	- 5.8	0.0
Operating income	Marine Diesel Engine	- 1.2	- 0.4	0.0	0.1	0.1	0.1	0.0
	Press Machine	- 0.1	0.6	0.3	- 0.5	- 0.5	- 0.8	0.0
	Process Equipment	- 0.5	- 2.9	- 0.5	- 0.3	- 0.3	0.2	0.0
	Precision Machinery	1.0	0.7	1.0	0.8	0.8	- 0.2	0.0
	Other Machinery	0.5	0.8	1.0	0.4	0.4	- 0.6	0.0
	Infrastructure	1.3	- 1.6	0.8	0.5	0.5	- 0.3	0.0
	Total	1.0	- 2.8	2.6	1.0	1.0	- 1.6	0.0



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Cautionary Statement

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