



Group Mission: *Engineering for Sustainable Growth of the Global Community*

Group Vision : *Global Leading Engineering Partner*

Group Values: *Integrity, Creativity, Diversity, Learning, Team*

Management Policy Update for the Second-Half of FY 2011

November 11, 2011

Yutaka Yamada

President & CEO

 **TOYO ENGINEERING CORPORATION**

- 1. Sales Activities Update***
- 2. Major Marketing Initiatives Update***
- 3. Targeted New Order***
- 4. Project Portfolio Update***
- 5. Towards the Next Mid-term Business Plan***

1. Sales Activities Update



❖ **New Award in the First-half FY2011**
JPY 75.3 Billion

❖ **Major Projects Awarded**

- **Petrochemical in India (EPC)**
- **Petrochemical in Indonesia (EPC)**
- **Fertilizer Revamp in Saudi Arabia (EPC)**
- **Multiple Refinery Units in South East Asia (FEED)**
- **Petrochemical in China (EPCm)**
- **Oil Refinery Expansion in Venezuela (PMC)**
- **High Physiologically Activity Bulk Pharmaceuticals in Japan (EPC)**

2. Major Marketing Initiatives Update

- **Enrich our client relationship platform by “Localization”**
 - ◆ Petrochemical EPC awards in India/China/Southeast Asia by extended roles of Global Toyo companies
 - ◆ Increasing service contracts such as Pre-FEED/FEED/PMC
- **Expanding our marketing geography**
 - ◆ Sub-Sahara Fertilizer Complex (FEED)
 - ◆ Canada Heavy Oil Upgrader (PreFEED)
 - ◆ Iraq Gas Field Development (PMC)
- **Promote sales & marketing for our “New products”**
 - ◆ Micro-GTL Expected to be ready for operation by the end of 2011
 - ◆ Mid-Scale LNG Multiple numbers of offers submitted

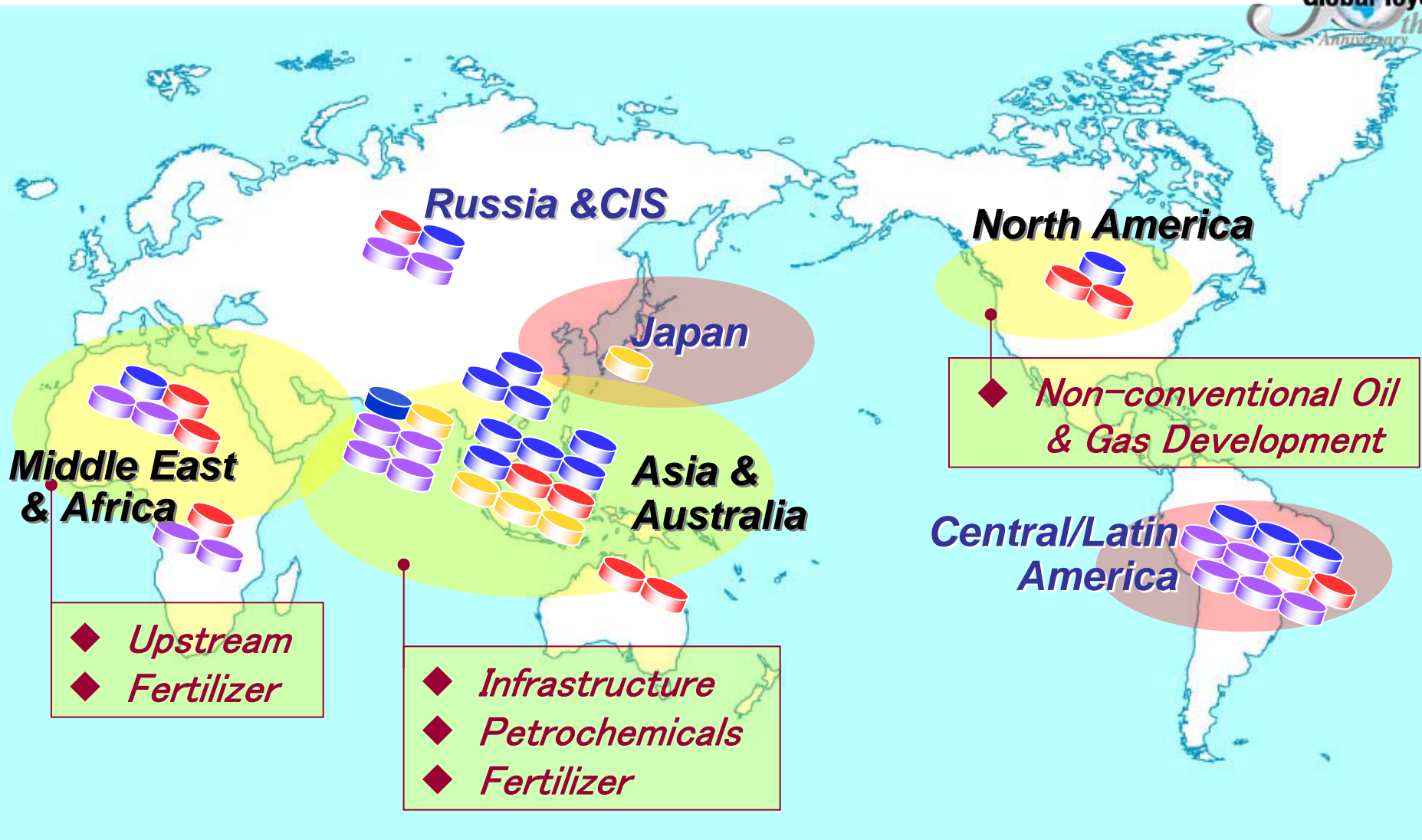
3. Targeted New Order

**Targeted New Order: JPY280 Billion
(consolidated)**

Uninterrupted Bullish Capital Investment in

- ◆ **Onshore/Offshore Upstream Development**
- ◆ **Social Infrastructure**
- ◆ **Asian Region**
- ◆ **African Region**

4. Project Portfolio Update

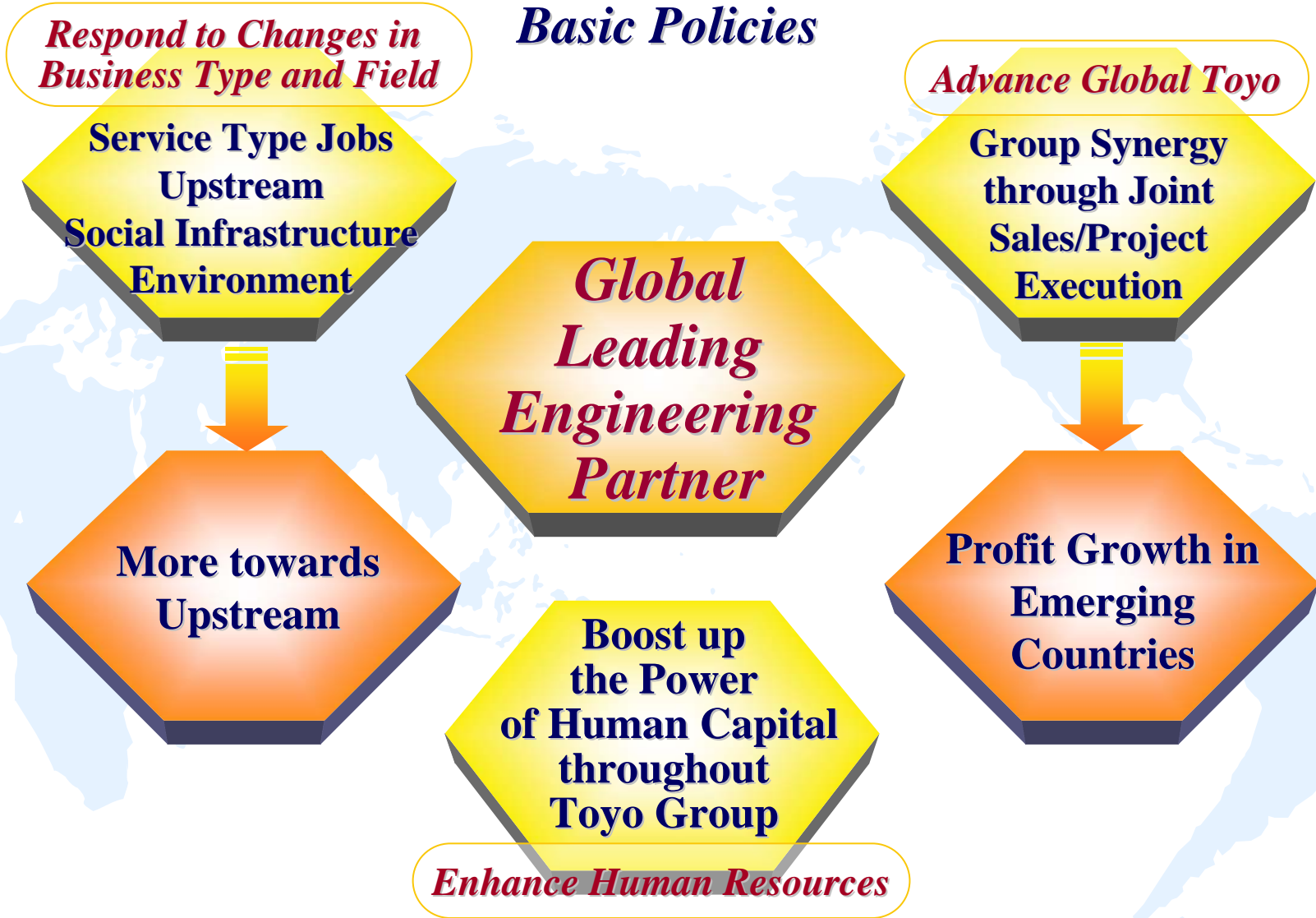


 **Upstream**
  **Infrastructure**
  **Fertilizer**
  **Downstream**

5. Towards the Next Mid-term Business Plan

FY 2009 ~ FY 2011

Basic Policies





For further questions on this material, please contact:

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