2024 Medium-Term Business Plan (FY2024 – FY2026)

May 28, 2024 Seiji Izumisawa, President & CEO

Mitsubishi Heavy Industries, Ltd.





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- 2. Review of 2021 MTBP*
- 3. MHI's Operating Environment and Expected Roles
- 4. Strategy and Targets
- 5. Key Initiatives
- 6. Strengthen Technologies and Human Capital
- 7. Promote MISSION NET ZERO



1. Mission and Vision for Society



Our Mission

Combine cutting-edge technology with many years of expertise to provide solutions to the evolving challenges facing the world while enriching people's lives

Our Vision for Society







Safe, Secure, and Comfortable World

- Provide realistic solutions tailored to local communities and customers to solve societal issues
- Starting with manufacturing, expand our scope of work both up- and down-stream within value chains, form partnerships, and become a hub for ecosystems to change society

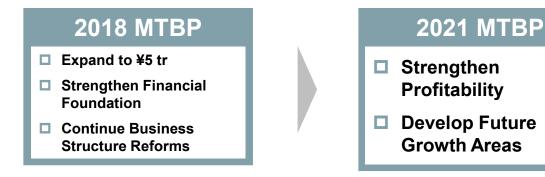
Succeed in the global competitive landscape into the future by realizing our vision for society

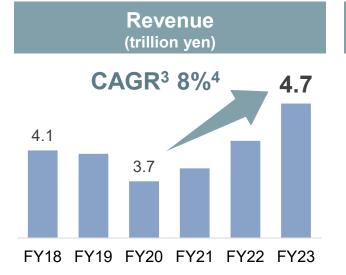


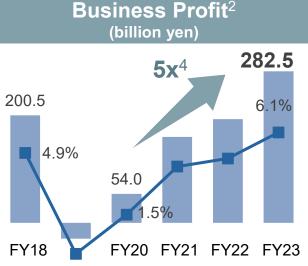
2. Review of 2021 MTBP

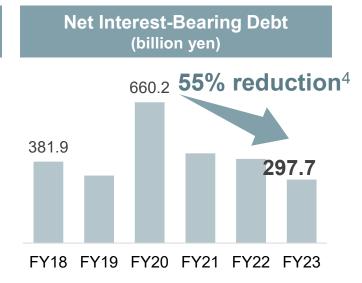


- Despite uncertainty in our operating environment, strengthened profitability, achieving record profits and building strong business and financial foundations
- Through the development of future growth areas, identified commercial opportunities in hydrogen, ammonia, CCUS,¹ electrification, and data centers.











3. MHI's Operating Environment and Expected Roles



 Contribute to solving the increasingly complex issues society faces as our operating environment changes

Operating Environment

Rising demand for diverse and stable decarbonized power sources

Expansion of power demand from spread of generative AI and electrification

Growing momentum to strengthen economic security

Labor shortages in advanced economies

Increasing geopolitical risks

Expected Roles

Contribute to decarbonization

- **■** Energy supply side
 - □ Provide stable supply of energy
 - ☐ Realize energy transitions tailored to local conditions
- **■** Energy demand side
 - ☐ Improve efficiency and automate with digital technologies
- □ Launch environmentally conscious products on the energy demand side

Contribute to national security

■ Strengthen national security with comprehensive approach



4. Strategy and Targets



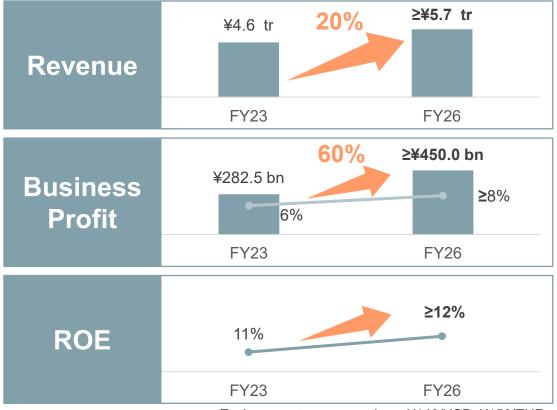
- Strengthen portfolio management leveraging business and financial foundations established during the 2021 MTBP
- Strengthen the technologies and human capital that support these efforts, and promote MISSION NET ZERO

Balance business growth with further profitability improvements

Strengthen Portfolio Management

Strengthen Technologies and Human Capital

Promote MISSION NET ZERO

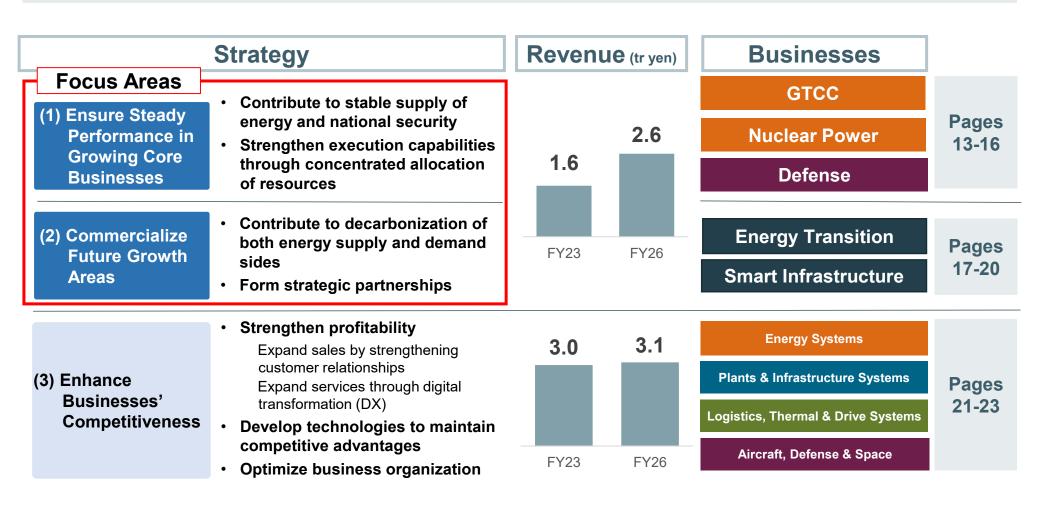


Exchange rates assumptions: ¥140/USD, ¥150/EUR

4. Strategy and Targets: Strengthen Portfolio Management



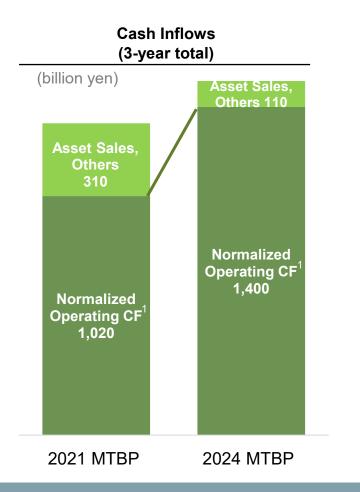
- Focus on GTCC,* Nuclear Power, and Defense, and fulfill our expected roles in each market
- Accelerate efforts to achieve a Carbon Neutral world
- Strengthen both profit and cash flow generation capabilities

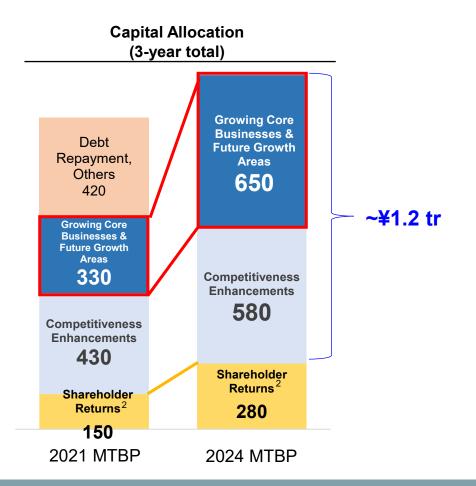


4. Strategy and Targets: Capital Allocation Plan



- 2021 MTBP: Reduced interest-bearing debt and allocated funds to build a strong financial base
- 2024 MTBP: Invest ¥1.2 trillion, of which ¥650 billion will be allocated to growing core businesses and future growth areas
- Significantly increase shareholder returns







5-(1) Ensure Steady Performance in Growing Core Businesses: GTCC



Enact strategies based on market needs to further increase global market share

Opportunities during 2024 MTBP

Market Environment

- High output, high efficiency models now mainstream.
 Market to grow at a certain rate through 2030.
 - Demand for decarbonized fuel conversions stimulated by CO₂ emissions regulations
 - Demand for load-following power to stabilize grids amid expansion of renewable energy
 - Demand for on-site power generation for data centers and semiconductor plants
- Demand for hydrogen and ammonia combustion to ramp up

Initiatives to Strengthen Business

Strengthen Supply Capacity

Improve business execution capabilities by expanding facilities and personnel

Actively Invest in R&D

 Develop technologies to solidify competitive advantages in pursuit of a decarbonized world

Propose Services Utilizing Vast Operations Data

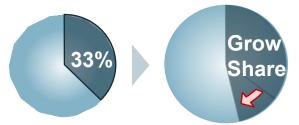
 Propose effective maintenance utilizing data obtained through remote monitoring products (TOMONI®)

MHI's Strengths

- High performance, large frame gas turbines
- High reliability through pre-launch testing at utility-scale, in-house demonstration plant
- Optimized operation with CO₂ capture systems
- Validation of future hydrogen and ammonia fuel conversion technologies outpacing competitors

Further Global Market Share Growth

Maintain top market share held since 2022



Left: CY2020-2022 actual annual market size (McCoy)
Rinht: CY2023-2027 annual market size forecast,
MHI order volume based on 2024 MTBP period average
*Large frame gas turbine output range (excl. mechanical drive applications)

5-(1) Ensure Steady Performance in Growing Core Businesses: Nuclear Power



 Against the backdrop of Japan's policy to utilize nuclear energy, steadily pursue initiatives in a variety of areas to expand our business

Opportunities during 2024 MTBP

Market Environment

- Japan's Basic Policy for the Realization of GX¹ includes the utilization of nuclear energy
- Investment appetite increasing for nuclear power as a means to achieve Carbon Neutrality and maintain stable power supplies

Business Expansion

- Support PWR² and BWR³ restarts and SSFs⁴ construction
- Support establishment of the nuclear fuel cycle
- Perform maintenance work for long-term, stable plant operation
- Export equipment for existing and new plants outside Japan
- Continue design work on Advanced Light Water Reactor SRZ-1200[®]
- Develop fast reactor and high temperature gas-cooled reactor technologies

Initiatives to Strengthen Business

Strengthen Supply Capacity

 Expand personnel to enable parallel execution of current projects and development of fast reactors and high temperature gas-cooled reactors

Actively Invest in Facilities and R&D

 Develop technologies through government-led projects, and update and enhance production facilities

Support Maximum Utilization of Existing Plants

 Support availability improvements, operation enhancements, and preventative maintenance with a view to long-term plant operation

SRZ-1200



5-(1) Ensure Steady Performance in Growing Core Businesses: Defense



Expand business by responding to sharp increase in national security needs in Japan

Opportunities during 2024 MTBP

Market Environment

- Japan's defense budget increasing due to rising geopolitical risks
- New defense equipment with advanced capabilities to be introduced

Business Expansion

- Stand-off defense (in all domains: air, land, and sea)
- Integrated missile defense
- Next-Generation Fighter Aircraft development
- Unmanned asset defense
 Responding to needs for unmanned aerial, underwater, and ground vehicles
- Space domain
 Needs for space asset utilization enabling communications, navigation, and information gathering

Initiatives to Strengthen Business

Strengthen Supply Capacity

Increase personnel by around 30%, including optimization of internal human resource utilization. Increase development and production capacity to enable revenue increases.

Promote International Joint Development

Participate in Global Combat Air Programme promoted by GIGO*

Actively Invest in R&D

Get head start on next-generation fundamental technology development





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5-(2) Commercialize Future Growth Areas: Hydrogen and Ammonia



- 2021 MTBP: Achieved FID¹ for the world's largest hydrogen production, storage, and supply project.² Also worked to develop hydrogen and ammonia gas turbines, hydrogen production systems, and other products.
- 2024 MTBP: Through our new organization, GX Solutions, participate in projects around the world, and form strategic partnerships to build hydrogen and ammonia value chains

1 FID: Final Investment Decision 2 Advanced Clean Energy Storage: Project to produce 100 tons/day of green hydrogen for underground storage and supply to gas turbine power plant

2021 MTBP

- Participated in hydrogen production, storage, and supply project in Utah, US. Facilities now under construction (~80% complete)
- Built Takasago Hydrogen Park and Nagasaki Carbon Neutral Park in Western Japan. Worked to develop hydrogen production systems and hydrogen/ammonia gas turbines.
- Two hydrogen hub projects with MHI involvement were nominated to receive funding from the US Department of Energy

2024 MTBP

- Project in Utah, US to reach completion, and power generation with hydrogen co-firing at commercial plant to begin
- Validate 100% hydrogen and ammonia firing in small and mid-size gas turbines, and 50% hydrogen co-firing in large frame gas turbines
- Establish business model using hydrogen-related and other technologies
- Form strategic partnerships, and pursue realization of projects, including hydrogen hubs in US and ammonia bunkering project in Singapore







Combine core technologies and products to build hydrogen and ammonia value chains

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5-(2) Commercialize Future Growth Areas: ccus



- 2021 MTBP: In addition to responding to many inquiries, developed core technologies and products necessary to realize CCUS. Partnered with ExxonMobil and others, a first step in building a CCUS value chain.
- 2024 MTBP: Through the efforts of GX Solutions, aim to scale business by achieving FID in projects with MHI involvement, and by increasing strategic partnerships through technology licensing both inside Japan and around the world

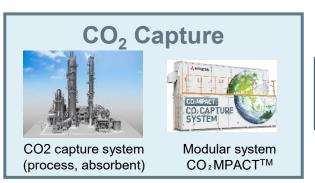
2021 MTBP

- Responded to inquiries and participated in FSs¹ for many
 CO₂ capture projects in a variety of industries (>50 projects)
- Worked to develop core technologies and products such as a new absorbent, a modular CO₂ capture system, an LCO₂ carrier, a CO₂ compressor, and synthetic fuels
- Created CCS solutions organization through alliance with ExxonMobil.
 Partnered with licensees around the world.

2024 MTBP

- Receive subsidies from the US Department of Energy, and achieve FID on leading projects such as CCUS hubs and clusters in UK
- Develop next-generation CO₂ capture technologies, and build service infrastructure, including for remote monitoring, in order to enhance competitiveness
- Participate in JOGMEC² Advanced CCS³ Projects

Photo courtesy of Infinium









Build a CCUS value chain

5-(2) Commercialize Future Growth Areas: Electrification and Data Centers



- 2021 MTBP: Prepared for commercialization in the electrification and data center areas by developing and validating new technologies, and acquiring a services company in US
- 2024 MTBP: Proceed with commercialization by combining MHI products as well as our partners'

2021 MTBP

Identified electrification and data centers as important megatrends

- Targeted one-stop solution combining power supply, cooling, and control systems
- Validated immersion cooling and power supply system technologies
- Acquired Concentric, LLC as North American service location

2024 MTBP

Fully enter data center and electrification markets

- Promote one-stop solutions business combining power supply with cooling systems
- Apply on-site power generation systems according to power demand
- Build energy management product to optimize entire systems
- Further strengthen service network







Leverage thermal and electric engineering technologies to provide one-stop decarbonization and energy conservation solutions, combining energy supply, cooling, and highly intelligent EMS systems



5-(3) Enhance Businesses' Competitiveness



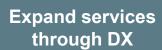
- Initiatives to strengthen profitability:
 - ☐ Strengthen customer relationships and expand sales in our competitive areas
 - Apply latest tools including AI and digitalization technologies to strengthen service capabilities

Examples of 2024 Initiatives

Strengthen Profitability

Expand sales by strengthening customer relationships

- Strengthen and expand direct sales organizations in HVAC, Logistics Systems, and others
- Establish position as system integrator by providing core technologies and design services in Metals Machinery, Commercial Ships, and others



- Enhance O&M¹ with remote monitoring and automation technologies in Environmental Systems, HVAC, and others
- Respond to customer needs and potential problems using Al-enabled failure prediction and preventative maintenance in Machinery Systems and others
- Share **in-house best practices** (MHI digital products for image monitoring and audio instruction) in Metals Machinery with other business (such as Transportation Systems)
- Strengthen after-sales services in Commercial Aviation and Aero Engines



Machinery Systems AI remote monitoring and operational support system MaiDAS®



Aero Engines MRO²



CRJ700

5-(3) Enhance Businesses' Competitiveness



- Enhance competitive advantages by developing decarbonized products and automation solutions
- Optimize business structures by consolidating business locations and reallocating resources to focus areas

Examples of 2024 Initiatives

Develop technologies to maintain competitive advantages

- Develop technologies for the decarbonization of steelmaking processes
- Launch **automation products** in Logistics Systems and others, which **coordinate equipment and operators** using ΣSynX® (read as "Sigma Syncs")
- Develop products using natural refrigerants such as heat pumps
- Develop clean fuel-compatible products such as engines



New forklift model enabled with ΣSynX®



CO₂ refrigeration condensing unit using CO₂ refrigerant (C-puzzle series, 10-80 hp)

Optimize business structures

- Consolidate and optimize production bases and sales networks
- Reallocate resources to focus areas by improving operational efficiency and productivity



6. Strengthen Technologies and Human Capital



- Combine core technologies accumulated through experience with new technologies, and utilize in new product development
- Establish a scalable business model through technology licensing

Cutting-Edge Technologies in New Areas

incl. Al and quantum technologies

Core Technologies

Fundamental technologies and manufacturing techniques accumulated and refined through experience

Create new customer value

Maximize hardware potential with digital technologies

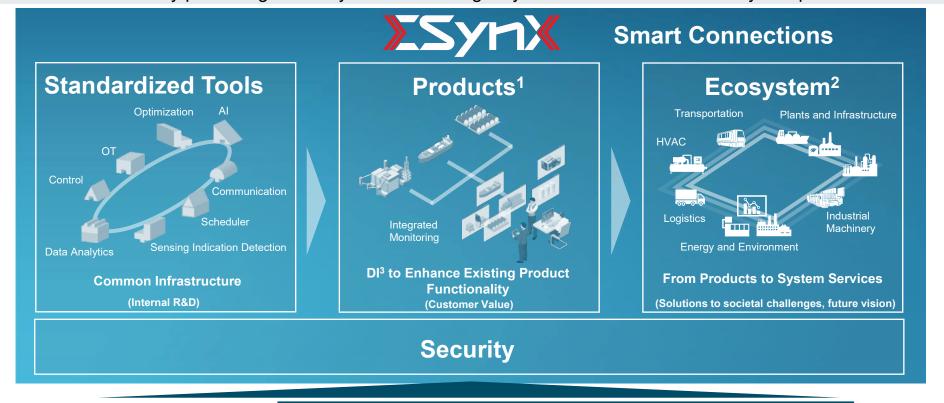
Build licensee network based on IP strategy

- Scale business through strategic partnerships
- Expand monetization opportunities with licensing business

6. Strengthen Technologies and Human Capital :Digital Technologies



- Improve convenience of common infrastructure using long-standing know-how and the latest knowledge developed into standardized tools
- Develop products that enhance existing product functions, such as intelligent integrated monitoring, operation, and maintenance, and share among businesses
- Create new value by promoting an ecosystem that intelligently connects diverse machinery and products



New technologies or societal needs

Technology Foundation

Technology Products
OT (Control)
Materials, Strength, Fluids

Products
OT (Control)
Machinery and Communication Control
Design, Operation, Industry

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6. Strengthen Technologies and Human Capital



- Strengthen the recruitment and development of human resources, and reallocate resources to focus areas
- Aim to cultivate 20,000 DI-proficient personnel by 2030
- Improve employee engagement by providing opportunities for growth and improving work styles

Strengthen human capital in accordance with business unit strategies

Strengthen Recruitment and Development

- Diversify recruitment methods
 (Incl. strengthening recruitment
 branding, starting use of American
 and European recruitment platforms,
 and alumni recruitment)
- Visualize and develop personnel requirements,
 Establish HR cycle (Utilize global HR systems, renew education systems)



Reallocate Resources

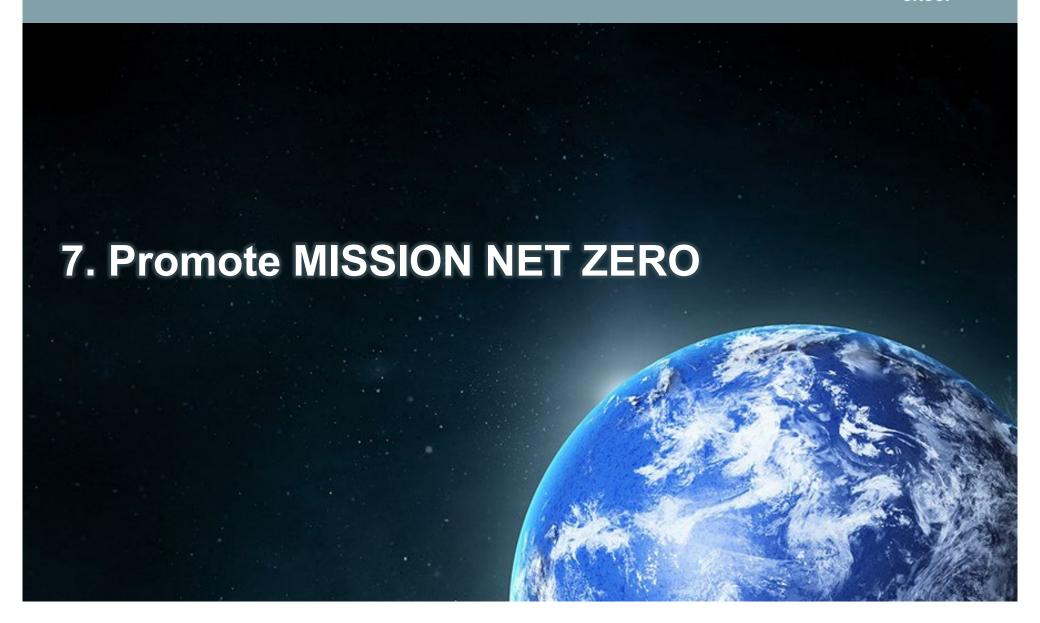
- Improving human resource mobility
 (Visualize talent across Group, promote internal recruitment)
- Support for employees taking on new challenges (Incl. promotion of internal and external secondment programs)



Work Style Improvements

- Develop work environment in which diverse personnel can actively participate
- Promote flexible workstyles adapted to each stage of life





7. Promote MISSION NET ZERO



- Work toward achievement of MISSION NET ZERO in order to realize a sustainable, safe, and secure world
- Acquire plant decarbonization know-how at Mihara Machinery Works, which is pioneering these initiatives. Then, reduce emissions across the company by sharing these techniques with other plants within the Group.

Mihara Carbon Neutral Plant



- Efforts to reduce CO₂ emissions:
 97.7% reduction (vs. FY2021 levels) through installation of solar panels, energy conservation, and streamlining
- Acquire practical plant decarbonization know-how: Acquire know-how for creating plant decarbonization road-maps (including MAC¹ curve techniques and factory decarbonization organizations)

Energy conservation and streamlining of facilities, procurement of carbon-free power, and other initiatives

Scope 1 Initiatives

Scope 2 Initiatives

Energy conservation, streamlining, and electrification

- Reduce boiler operation
- Convert boilers to heat pumps
- Utilize decarbonized fuel co-firing during product testing and commissioning
- Install LED lighting
- Reduce air conditioner load, upgrade inverters
- Operation optimization, consolidation, and upgrade of machine tools

Decarbonization of electricity supply



Decarbonization of electricity through Energy Transition and installation of solar panels at Group plants

Appendix

FY2026 Targets



Leveraging the business foundation established during the 2021 MTBP, aim to balance business growth with further profitability improvements during the 2024 MTBP

	FY2023	FY2026
Revenue	¥4.7 tr	≥¥5.7 tr
Business Profit (%)	¥282.5 bn (6%)	≥¥450.0 bn (≥8%)
ROE	11%	≥12%
Total Assets	¥6.3 tr	¥6.3 tr
Total Asset Turnover	0.8	0.9
Debt/EBITDA Ratio	1.7x	≤1.7x
Dividend per Share ¹	¥20	¥26
CO ₂ Emissions Reduction: Scopes 1& 2 (CO ₂ emissions volume)	(vs. 2014 levels) -42% (557 kton-CO ₂)	-47% (505 kton-CO ₂)

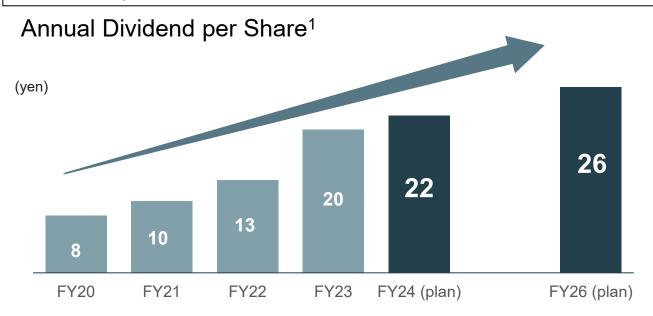
Shareholder Return Policy



 Adopt dividend on equity ratio (DOE) as our shareholder return policy to achieve a progressive dividend in the medium to long term

DOE Adoption Concept

- Balance dividend increases with stable dividends according to profit growth
- MHI's cost of capital is recognized to be around 8%. Our DOE target is 4% or above, which is more than half the cost of capital.



Targeting ≥4% DOE

- Adopt DOE based on shareholder capital (excl. OCI²)
- Planning a ¥22 full-year dividend in FY24, a ¥2 increase over FY23
- Planning a ¥26 full-year dividend in FY26

3 DOE: Dividends paid ÷ Shareholder equity (excluding OCI)

¹ A stock split was enacted on April 1, 2024. To facilitate comparison, dividends through FY23 are shown here retroactively adjusted to reflect the stock split. 2 OCI: Other comprehensive income (foreign currency translation adjustments, other valuation adjustments, etc.)

Energy Systems



Developing Hydrogen Gas Turbines, Operated Commercial Unit with Hydrogen Fuel Co-Firing



- Successfully executed 30% hydrogen fuel co-firing in a stateof-the-art JAC series gas turbine at Takasago Hydrogen Park GTCC demonstration plant
- Began 100% hydrogen fuel combustion tests at the same facility using a small to mid-size H-25 series gas turbine

Takasago Hydrogen Park Enters Full-Scale Operation, Hydrogen Production Begins



- Began hydrogen production with alkaline water hydrolyzer.
 Hydrogen production, storage, and usage facilities are linked together.
- A test module of Solid Oxide Electrolysis Cell (SOEC), a nextgeneration high-efficiency hydrogen production technology, began operation in spring 2024

Selected as Core Company in Charge of Demonstration Fast Reactor Design and Development



- Undertaking conceptual design and R&D of sodium-cooled demonstration fast reactor aiming for start of operation in 2040s
- Also pursuing development of demonstration high temperature gas-cooled reactor as core company aiming for start of operation in 2030s.

Completed Manufacturing of Three Replacement Steam Generators for Électricité de France (EDF)



- Completed manufacturing of three replacement steam generators (SG) ordered by EDF for a nuclear power plant in France
- Will continue to contribute to the safe and stable operation of nuclear power plants by delivering products with high safety and reliability to markets in Japan and around the world

Built Nagasaki Carbon Neutral Park as a Development Base for Energy Decarbonization Technologies



- Developing fuel production and combustion technologies, aiming for increased use of hydrogen, biomass, and ammonia
- Existing development, design, and production bases in Nagasaki District will be utilized to provide solutions contributing to the realization of a Carbon Neutral world

Achieved #1 Global Gas Turbine Market Share Two Years Running in 2022 and 2023



- Achieved world's top market share on a capacity basis in 2023 for the second consecutive year
- In addition to our long track record, our gas turbine products' high performance and reliability, as well as their ability to be converted to hydrogen fuel in the future are highly evaluated

Image courtesy of Keppel Infrastructure

Plants & Infrastructure Systems



Developed MAmmoSS®*
Ammonia Handling System for Ships



- Aiming to utilize ammonia fuel in the lead up to the achievement of net zero GHG emissions from international maritime shipping by around 2050
- Built an ammonia handling system demonstration test facility.
 Pursuing technology development aiming for commercialization.
- *MAmmoSS: Mitsubishi Ammonia Supply and Safety System

Launched Demonstration Experiment for CO₂ Capture from Waste-to-Energy Plant Flue Gas for Use in Methanation



- Began first domestic joint validation of CCU* with regional cooperation (Yokohama City, Tokyo Gas, and MHI)
- The project will utilize power generated during the incineration of waste as renewable energy

*CCU: Carbon dioxide Capture and Utilization

Established New Technology for Hydrogen Society



- Pilot plant for HYFOR process which directly reduces iron ore fines with hydrogen – is in operation. Now proceeding with final preparations for a commercial prototype.
- Received the National Prize for Innovation in Dec 2023 from the Austrian government for contributions to sustainable economic development. This is the most prestigious award of its type in Austria

Contributing to Regional Economic

Development and Improved Convenience with

New APM Systems and O&M



- Received multiple orders for new installations, extension work, and O&M for new Automated People Mover (APM) systems (Incl. Light Rail Transit (LRT) in Macao and APMs in Orlando and Dubai)
- Contributing to elimination of congestion caused by increasing populations and tourism, as well as improved convenience of transportation

Participating in Japanese Advanced CCS
Project upon Selection by JOGMEC Program*





*Japan Organization for Metals and Energy Security (JOGMEC)'s FY23 program, Study on Execution of Advanced CCS Projects

Japan's First Full-Scale Seismic Isolation
Testing Machine: E-Isolation



- Japan's first device capable of testing full-sized seismic isolation bearings used in high-rise buildings and large bridges
- Through the development of this testing machine, we are contributing to the advancement of customers' R&D as well as the realization of a society where people can live more safely and conveniently

Logistics, Thermal & Drive Systems

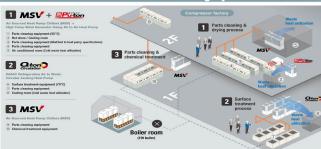


Received First Order from Kirin Group for Intelligent Logistics Product



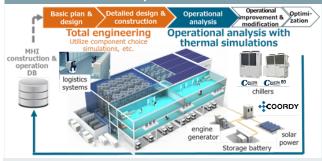
- Booked first order for an automated picking solution product from Kirin Group
- The system utilizes a proprietary optimization engine and control system to efficiently coordinate AGFs*, palletizers, and other equipment to perform transfer and picking tasks
- Will expand scope of automation to inbound and outbound shipping areas to contribute to solving societal challenges such as labor shortages
 *Automated Guided Forklift

Measures to Eliminate Boilers through Conversion to Industrial Heat Pumps Awarded The Energy Conservation Center, Japan Chairman's Award in Best Practice Category



- Moving to industrial heat pumps as production heat sources eliminates boiler usage, saves energy, and improves environmental performance
- ► Air sourced heat pump chiller (MSV)
- ▶ Air to water circular-heating heat pump (Q-Ton Circulation)
- ► High temperature wind generator (Neppu-ton)

One-Stop Solution for Refrigerated Warehouses Utilizing Comprehensive Capabilities

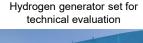


- This solution proposes optimized facilities and buildings with operation analysis based on integrated engineering and thermal simulations. Also improves cooling efficiency and reduces power consumption by optimizing facilities and operations
- Working to launch this new business, thereby expanding business within Japan. Considering demand in international markets, including Southeast Asia, as well.

Launched High-Output Engines for Data Centers,
Accelerating Development of Low- to
Zero-Carbon Engines



2.4 MW electronically controlled engine





- Launched high-output electronically controlled engine for data centers, the global market for which is rapidly expanding
- Accelerating test research on engines compatible with low- to zero-carbon fuels, included engines able to use methane produced by methanation, mixtures of hydrogen and other fuels, and 100% hydrogen

Began Operation of Automated Truck Loading



- Logistics services provider Konoike Transport began operation of automated truck loading provided by MHI in May 2024
- The system addresses issues such as the shortage of forklift operators and the need to reduce truck dwell time, and will help address the effect of regulatory changes that have limited truck driver overtime since April 2024

Strengthening Sales Activities for Hybrid Vehicle-Use Turbochargers



Variable geometry (VG) turbocharger

- Demand for turbochargers, especially for hybrid vehicles, has recently been solid, in part due to a slowdown in global battery electric vehicle (BEV) sales
- Working to capture demand for hybrid vehicles by strengthening technology proposal capabilities, expanding our product lineup, and enhancing pricing competitiveness

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Aircraft, Defense & Space



Missile Programs





Integrated missile defense

- Steadily promoting missile business, which has received large orders recently
- Increasing development and production capacity to contribute to national security

Image by MHI based on "DEFENSE of JAPAN" (Japan Ministry of Defense)

Unmanned Asset Defense Program



- Launched unmanned aerial, underwater, and ground vehicle technology divisions
- Working to analyze customer needs and expand business

Next-Generation Fighter Aircraft Joint Development among Japan, UK, and Italy



- The governments of Japan, UK, and Italy signed the Convention on the Establishment of the Global Combat Air Programme – GCAP International Government Organization (GIGO)
- MHI is supporting the three countries' governments together with BAE and Leonardo in this program

Image from "DEFENSE of JAPAN" (Japan Ministry of Defense

H3 Launch Vehicle Program



- · Successfully launched second test unit
- Expanding business by increasing reliability and decreasing costs

MHI Aerospace Vietnam Celebrates 15th
Anniversary of Founding



 MHI Aerospace Vietnam, which produces such products as the wing flaps for the Boeing 737 (3,590 total shipments to date), celebrated the 15th anniversary of its founding. The company also recently began production of emergency doors for the Airbus A321.

MHI RJ Aviation Builds New, Cutting-Edge
Distribution Center for Aircraft Parts near Fort
Worth International Airport in Dallas



 Signed logistics partnership agreement with Kuehne + Nagel to support supply of aftermarket aircraft parts, establishing a global distribution base, which began operation on May 13, 2024

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