Yokogawa Electric Corporation

Financial Results for
Fiscal Year 2015

May 10, 2016

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Director, Senior Vice President Accounting & Treasury Headquarters

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For future growth and improved profitability –

Takashi Nishijima

President and Chief Executive Officer

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May 10, 2016

Junichi Anabuki

Director, Senior Vice President
Accounting & Treasury Headquarters



Summary of FY15 Results

- FY15: Both sales and profits increased.
 - * Impact of exchange rate
 - → Orders down ¥1.1 billion, sales down ¥1.7 billion, operating income up ¥4.4 billion
 - *The operating income, ordinary income, and net income figures are all record highs.

(Billion ¥)

		FY14	FY15	Difference	Growth rate
Orders		417.1	421.1	4.0	1.0%
Sales		405.8	413.7	7.9	2.0%
Operating in	come	29.8	39.6	9.8	32.9%
ROS (%)	7.3	9.6	2.3 pts	_
Ordinary inc	ome	33.4	40.7	7.3	22.0%
Profit attribution		17.2	30.2	13.0	75.1%
EPS (¥)	66.88	114.01	47.13	70.5%
ROE (%)	8.6	13.2	4.6 pts	_
Exchange rate	1\$=	¥110.58	¥119.99	9.41	_



Summary of FY15 Results

(Comparison with forecast)

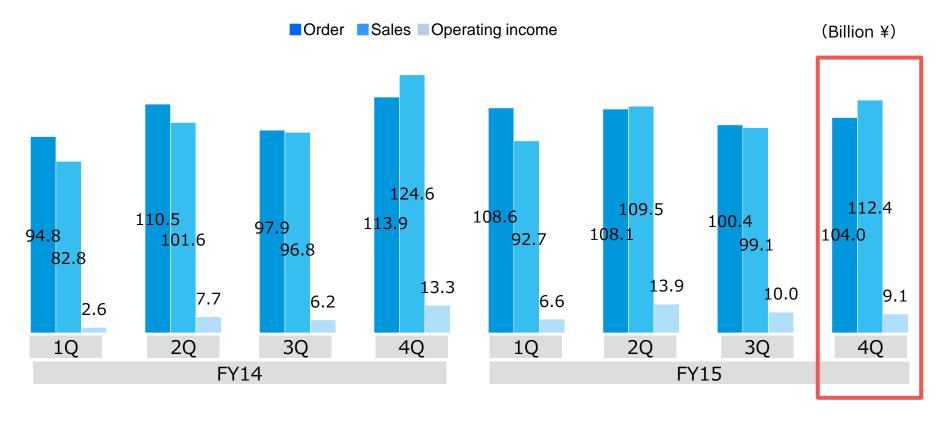
- Despite the sharp appreciation of the yen, profits exceeded the forecast.

(Billion ¥)

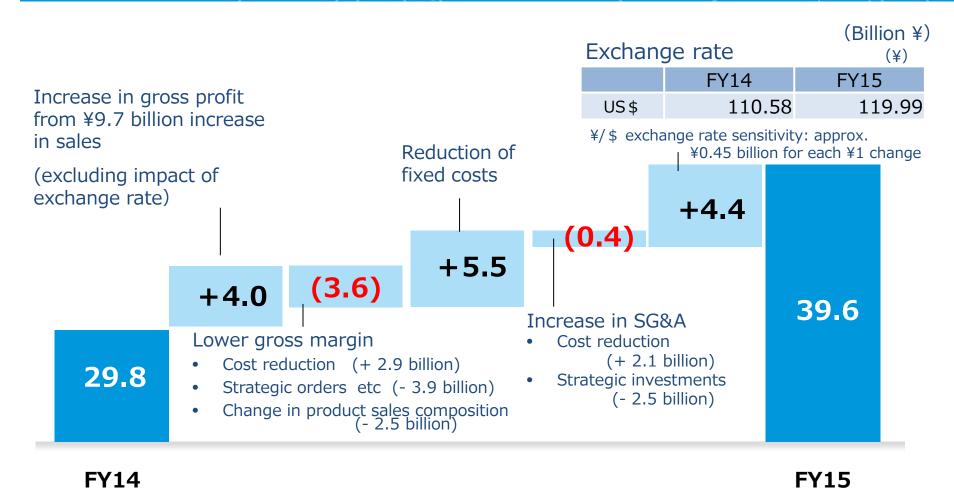
		FY15 forecast (2/2)	FY15	Difference
Orders		441.0	421.1	(19.9)
Sales		427.0	413.7	(13.3)
Operating income		39.0	39.6	0.6
Ordinary inc	come	39.0	40.7	1.7
Profit attributable to owners of parent		28.0	30.2	2.2
EPS (¥)		105.84	114.01	8.17
Exchange rate	1\$=	¥120.00	¥119.99	-0.01

Quarterly Financial Results

- Sales tend to be higher in 2Q and 4Q, and this trend is particularly strong in the Japanese control segment.



Operating Income (FY14/FY15 Comparison)





Non-operating / Extraordinary Income and Expenses

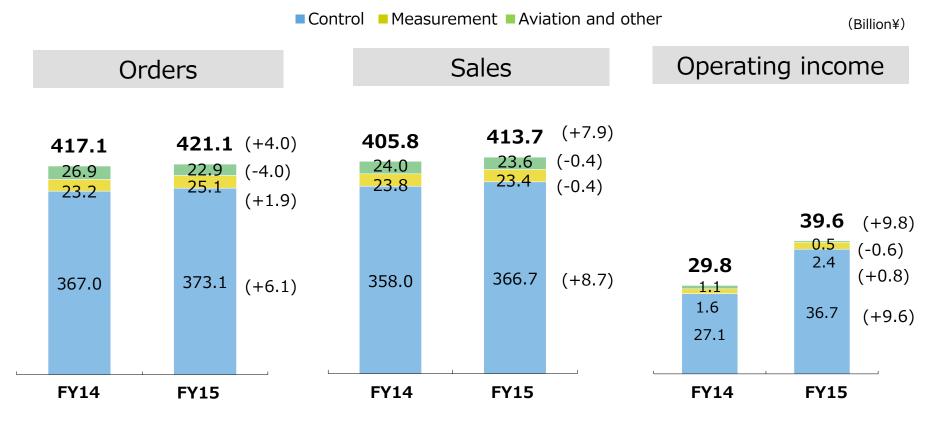


	FY14	FY15
Operating income	29.8	39.6
Non-operating income	6.5	3.8
Non-operating expenses	3.0	2.7
Ordinary income	33.4	40.7
Extraordinary income	10.6	1.6
Extraordinary expenses	16.5	0.4
Income before tax	27.4	41.9
Tax, etc.	10.2	11.7
Profit attributable to owners of parent	17.2	30.2
(Effective tax rate)	30.8%	25.0%



FY14/FY15 Comparison for Orders, Sales, and Operating Income by Segment

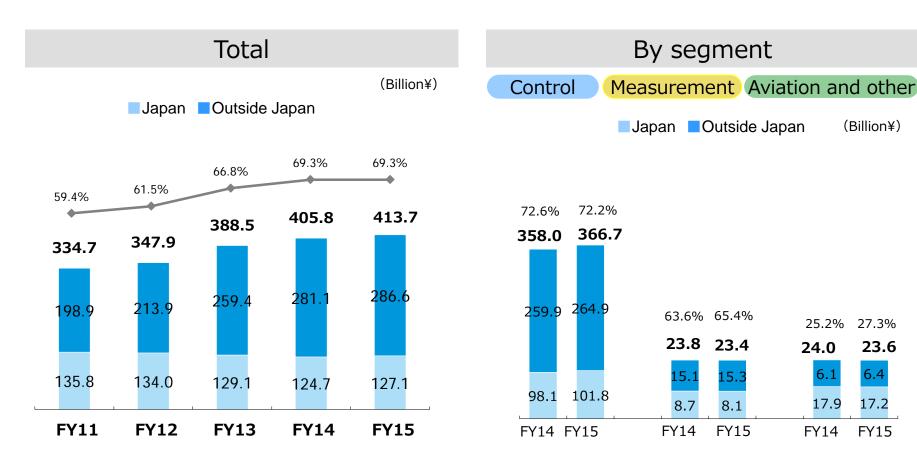
- Control: Thanks to the replacement of plant equipment and procurement of operation/ maintenance services, orders and sales were at <u>a record high for the third straight year</u>.
- Measurement: Operating income increased mainly due to the impact of the exchange rate.





Trend of Global Sales

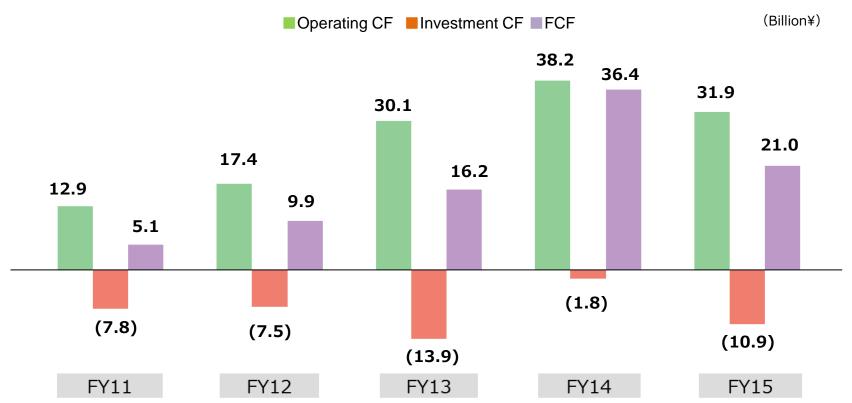
- Sales outside Japan have risen for the sixth straight year and have been at a record high level each of the past three years.
- The percentage of sales generated outside Japan is unchanged from FY14.





Trend of Cash Flow

- Despite 15.9 billion yen in payments for a voluntary retirement program, operating CF was 31.9 billion yen, mainly due to the increase in net income.
- Investment CF was a net outflow of 10.9 billion yen due to the acquisition of property, plant and equipment and intangible assets.



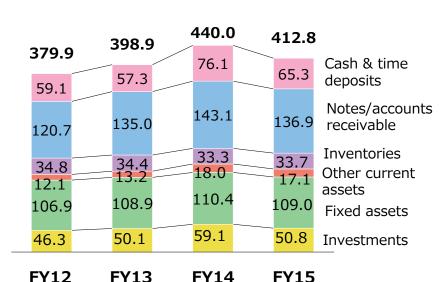


Trend of Balance Sheet

- Total liabilities decreased due mainly to a reduction in long-term loans payable stemming from a repayment of ¥25 billion in subordinated loans and a ¥15.9 billion decrease in accounts payable–other associated with the solicitation of candidates for early retirement.
- Net assets increased due mainly to a ¥25.3 billion increase in retained earnings, the disposal of ¥9.3 billion in treasury shares, and a ¥4.1 billion increase in the capital surplus.

Assets

Liabilities and equity



379.9		398.9	440.0	412.8		
		390.9	65.3	30.5	Interest-bearing debt	
	98.6	81.4	152.7	135.4	Other liabilities	
	108.9	125.4	43.4	43.4	Paid in capital	
	43.4	43.4	50.3	54.5	Capital surplus	
	50.3 74.7	93.5	121.9	142.6	Retained earnings	
	4.0	4.9	6.4	6.4	Minority interests	
	FY12	FY13	FY14	FY15		

	FY12	FY13	FY14	FY15
総資本利益率(ROA)	4.0%	3.1%	4.1%	7.1%
自己資本利益率(ROE)	9.4%	6.9%	8.6%	13.2%
総資産回転率	0.94	1.00	0.97	0.96

	FY12	FY13	FY14	FY15
D/E Ratio	58.6%	43.5%	30.3%	12.7%
Shareholders' equity ratio	44.3%	46.9%	49.0%	58.3%
BPS/¥	654	727	837	901



FY16 Forecast

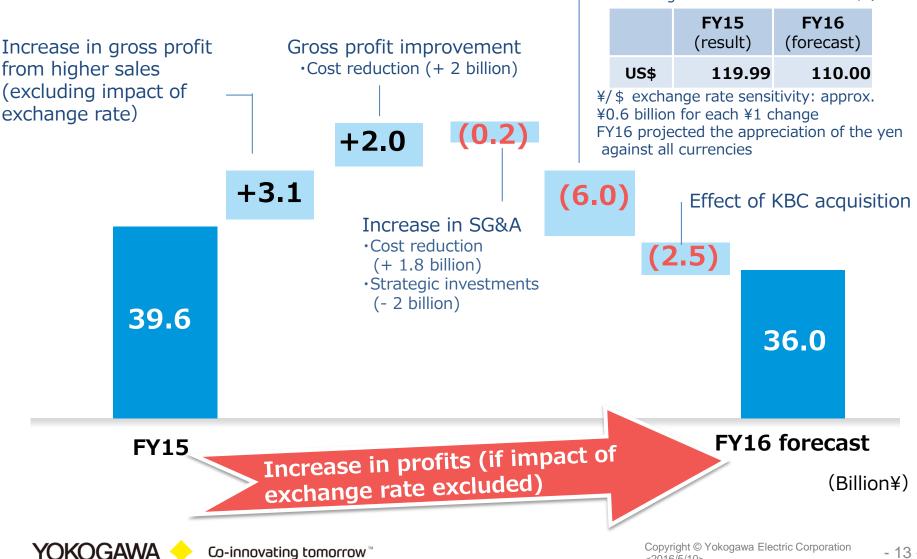
- FY16 projected sales and profits
 - * Excluding impact of exchange rate, sales and profits will increase.
 - * Impact of exchange rate: Orders -25.1 billion, sales -25.1 billion, operating income -6.0 billion

(Billion¥)

		FY14 (A)	FY15 (B)	FY16 forecast(C)	Difference (C-B)	Growth rate (C÷B-1)
Orders		417.1	421.1	408.0	(13.1)	-3.1%
Sales		405.8	413.7	407.0	(6.7)	-1.6%
Operating	g income	29.8	39.6	36.0	(3.6)	-9.2%
ROS	(%)	7.3	9.6	8.8	(0.8 pts)	_
Ordinary	income	33.4	40.7	35.0	(5.7)	-14.0%
Profit attrib		17.2	30.2	23.0	(7.2)	-23.7%
EPS	(¥)	66.88	114.01	86.16	(27.85)	_
Exchange rate	1\$=	¥110.58	¥119.99	¥110.00	(¥9.99)	_



Factors Accounting for Increase/Decrease in **FY16 Operating Income**



<Exchange rate>

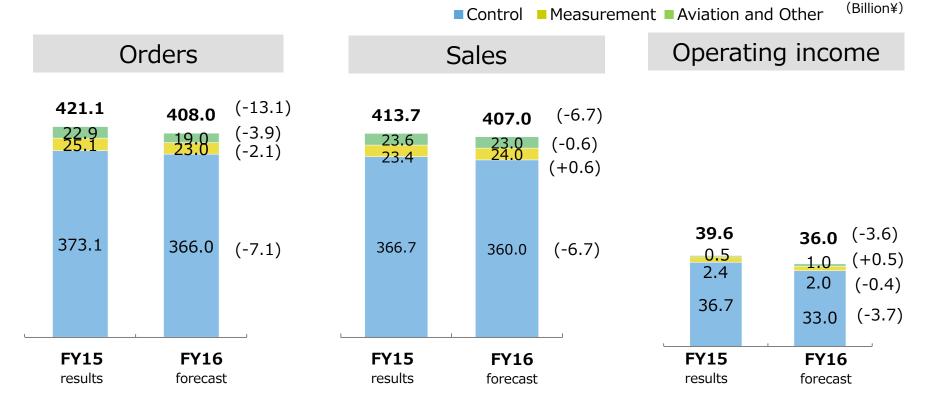
(¥)

FY16 Forecast for Orders, Sales, and Operating Income by Segment

- Control: Excluding the impact of the exchange rate*, sales and operating income are projected to increase.

*Orders -23.4 billion, sales -23.6 billion, operating income -5.3 billion

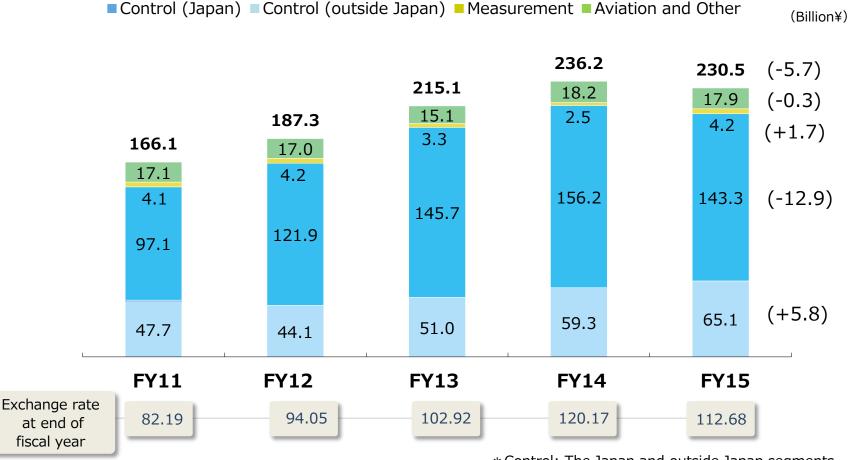
- Measurement / Aviation and Other: No significant change from FY15





Order Backlog Trend by Segment

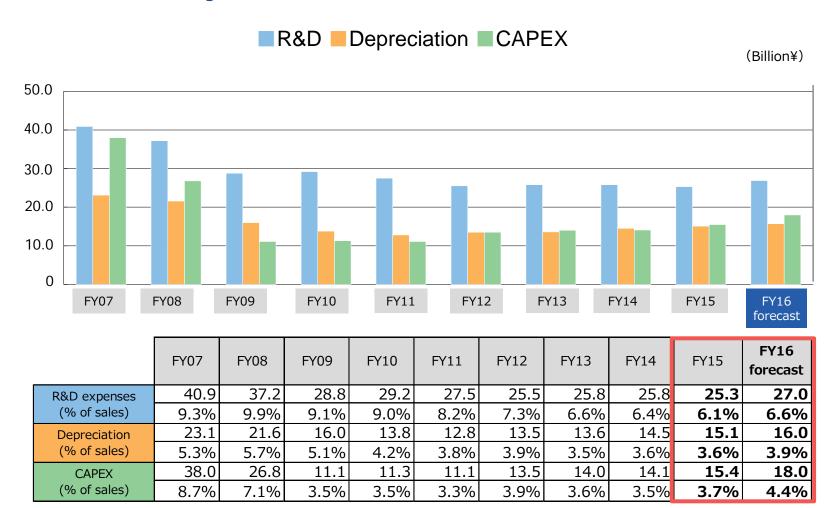
- Control (outside Japan): Exchange rate had a negative impact of ¥11.4 billion in FY15.





Trend of R&D Expenses, Depreciation, and CAPEX

- CAPEX includes strategic investment.

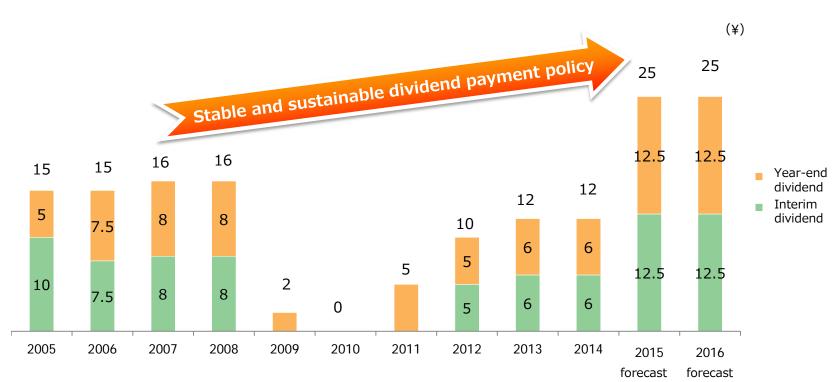


Dividend

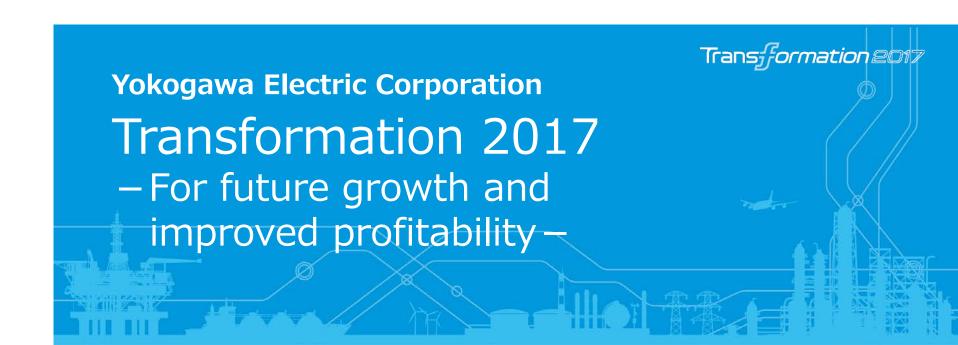
FY15: ¥20 regular dividend + ¥5 commemorative dividend

FY16: Continued ¥25 dividend (payout ratio 29%)

FY17: 30% payout ratio target







May 10,2016

Takashi Nishijima
President and Chief Executive Officer



Long-term Business Framework & Transformation 2017 Mid-term Business Plan (TF2017)

Transformation 2017

2015 ⇒ 2017

Establishing a foundation for growth by transforming our business structure

2018 ⇒

Growth to become an even more profitable company

The global No.1
company in
industrial automation

Focusing on our customers

- Develop business by pursuing strategic partnerships with customers.
- Expand our business with our customer base.

Creation of new value

- ICT advances are leading to new business opportunites.
- Co-create value across companies, industries, and markets by improving efficiency and achieving overall optimization.

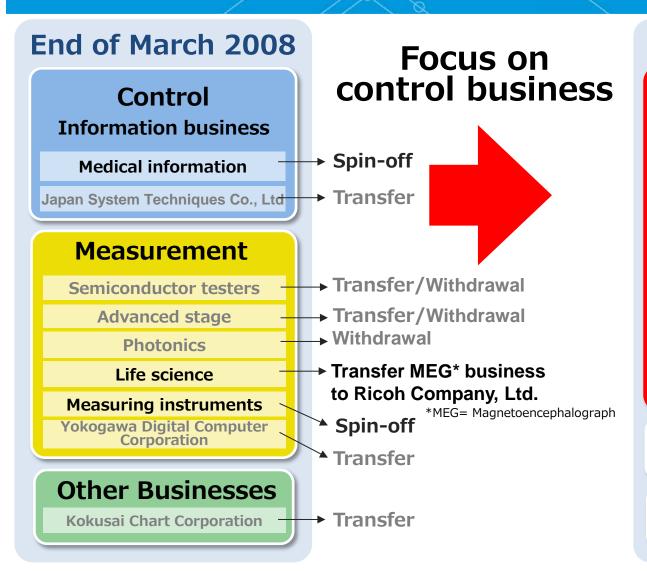
High efficiency global company

- Globally optimize all functions and operations
- Be more profitable than our competitors.

Through "Process Co-Innovation," Yokogawa creates new value with our clients for a brighter future.



Focus Point of TF2017



Now

Control

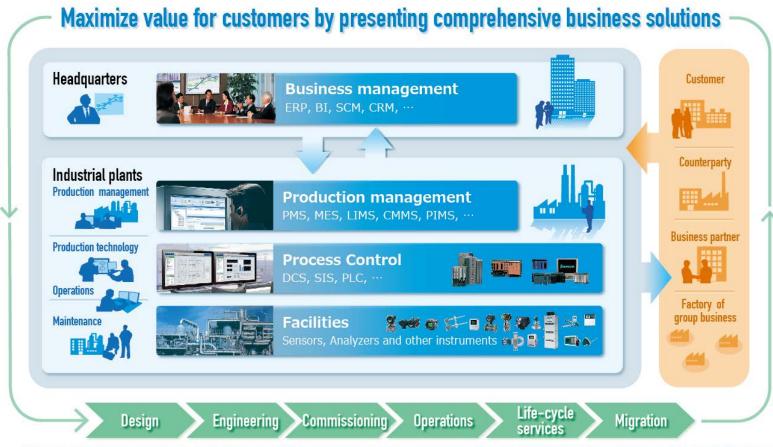
Solution services (SS)

IA Platforms (PF)

Measurement

Aviation and Other Businesses

IA Businesses Targeted under TF2017



Develop and maintain long-term relationships with customers by partnering with them to address issues throughout the plant lifecycle

Target industries

Oil & Gas



Power



Chemical



Expand into new businesses in Japan



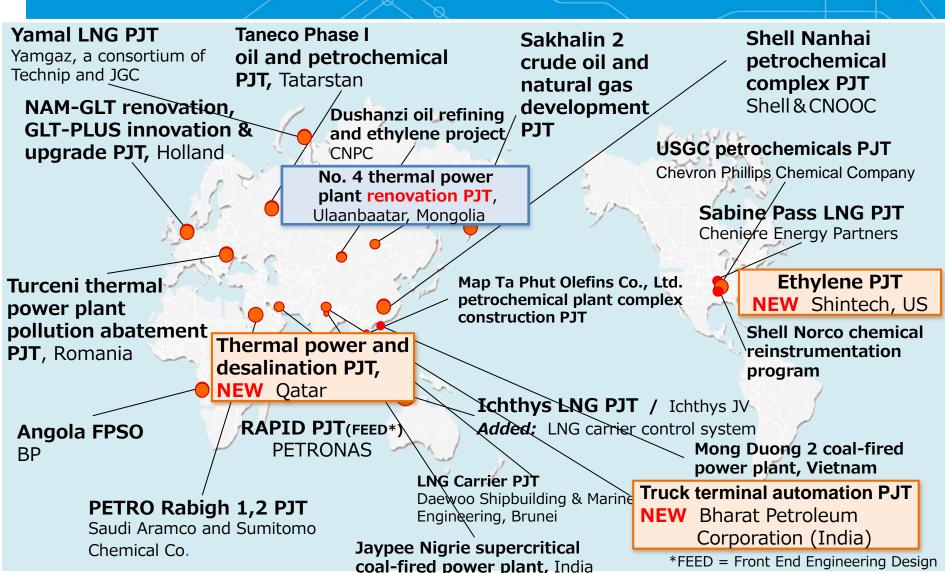


Current Situation

- FY15 review & changes in business environment –
- Solid performance in comparison with competitors (profits at record high)
- 1. Business: Expansion of solution svc. business
- 2. Industries: Strong in downstream segment
- 3. Geographic location: Not dependent on any one market (Strong in Middle East and Japan)
- 4. Currency: Weak yen for much of the year
- → Sharp appreciation since beginning of the year



Recent major projects (already disclosed)





Current Situation: Market Environment



Changes have exceeded the assumptions that the mid-term business plan is based on.

(prolonged weak crude oil prices, widely fluctuating exchange rates)

Industries

Industries in the upstream sector are either stagnant or in decline, while the <u>downstream sector remains strong</u>.



The economies of China and certain resourcerich countries have slowed down. Growth is anticipated in <u>India and Indochina</u>, and the <u>Middle East remains robust</u>.





Addressing Changes in the Market Environment – Three Basic Policies—

• No changes in our basic strategies; instead, we will implement the following three basic reform policies:



<Three basic reform policies>

- Concentrate resources in geographic locations where we are strong and in downstream industries where companies continue to invest.
- **Continue investing in the upstream sector in anticipation of recovery and resumed growth.**
- Focus on improving profits by increasing efficiency.



Trans; ormation 2017

TF2017 Review / Ongoing Efforts - Three reforms -



While focusing on the control business,

- transform from being product-centered to being focused on the customer
- 2 transform to create new value by taking advantage of ICT
- transform by <u>becoming more efficient than ever</u>
 (ROE 11%, with top priority on ROIC of control business)



(1) Transforming to Focus on Customers

Expand our business by using our customer base and concentrating resources on focus industries

 Through a process of selection and concentration, make strategic investments in areas such as services and the downstream sector.

Key measures	Progress achieved	Expected benefits in FY17
Expand lifecycle service business	·Strengthened international services (infrastructure, headcount, DCS lifecycle support)	By adding over 340 people to the workforce, increase sales by over 40%.
Expand advanced solution business	 Reinforced capabilities of business development managers Strengthened software (e.g. MES) Acquired U.K. company, KBC 	By adding just over 40 people to the workforce, achieve 30% growth in annual income.
Strengthen product functionality for focus industries	·Released enhanced versions of CENTUM(DCS), ProSafe(SIS), STARDOM (RTU/SCADA)	 Increase sales of strategic products by 20%. Create a new market worth over 5 billion yen.
Targeting a wide range of industries, expand our solution business in Japan	·Achieved over 15% growth in orders for information-related businesses (FY15)	·Increase sales by over 20%.

(2) Transforming to Create New Value

[Advantages] Production process and site knowledge and experience + strength in information and communications technology (ICT)

Through collaboration with partner companies and other means, help companies in a wide range of industries and business areas improve efficiency and optimize operations

Key events	Description		
With focus on control systems, reinforce the security business	Expanded collaboration with Cisco Systems		
Develop wireless technology-based solution business	Concluded a field wireless system development agreement with Statoil		
Acquired U.S. company, Industrial Evolution Inc.	* Data as a Service: a cloud –based service for the provision of data that facilitates its use as a management asset		
Acquired U.K. company, KBC	Strengthening the provision of software and consulting to oil & gas industry executives		



KBC Overview

- Management consulting improve asset efficiency focusing on refining and petrochemicals

Management strategy Business optimization

Simulation

ERP

Business strategy / plan

Business management

Factory management

Production process/control

Plant site

Production management



Field equipment

Design

Engineering

Commissioning

Operations

Lifecycle services



Intentions behind Acquisition of KBC and IE

1 Providing a one-stop solution to target industries

KBC: Improve asset efficiency of oil and petrochemical plants

- Consulting services
- Technical solution services (chemical process design / operation)

Yokogawa: Optimize plant operations

- Advanced automation solutions
- Production process platforms
- Solution services

IE: Improve efficiency through use of data

Advanced cloud solutions



2 Expanding business → Creating new value



Goal: Through the creation of value, exceed the amortization of goodwill on a single-year basis by FY2017.

⇒ Begin operating at a profit by FY2018.

(3) Transforming into a More Efficient Global Company

Implement measures to improve efficiency that will reduce costs by 20 billion yen within three years (Target amount for FY16: approx. 10 billion yen)

Key measures	Examples
Improve COGS ratio · Reduce costs for specific models · Optimize global logistics · Improve solution services gross margin · Global procurement	 Focus on reducing costs that are independent of production volume Reduce costs by changing packaging Utilize central engineering centers in India and other locations Globally introduce infrastructure that will improve visibility
Reduce SG&A • Improve rate of management of sales and each location	 Streamline functions of overseas offices Improve efficiency by cutting fixed costs
· Improve corporate efficiency	 Implement shared services for HR, accounting, general affairs, and trading business Reduce labor, paper, transport, and storage costs (e-DocPJT)



Transformation Targets

	FY14 results	FY15 results	FY16 target	FY17 target
Cost reduction (In relation to FY14)	_	¥5.7 billion	Approx. ¥10 billion	Approx. ¥20 billion
COGS ratio	58.3%	57.3%	Improvement by cost reduction	57% or lower
SG&A ratio	34.4%	33.1%	Despite increased strategic investment, will seek to reduce this mainly outside Japan	30% or lower (excluding strategic investment)
Operating income- to-sales ratio	7.3%	9.6%	8.8%	10.2%



Trans; ormation 2017

FY16 Management Policy (Wrap up)

- Focus on strengths such as downstream
- Fund strategic investment through cost reduction
- Establish foundation for making a
 BIG LEAP next year or soon thereafter



TF2017 Numerical Goals, Capital Policy, Enhancement of Corporate Governance



Mid term Business Plan → No change

Business plan	FY14	FY15	FY16	FY17
R O E (%)	8.6	13.2	9.3	11 or more
R O A (%)	4.1	7.1	5.4	6 or more
Sales (billion yen)	405.8	413.7	407.0	440.0
Operating income (billion yen)	29.8	39.6	36.0	45.0
R O S (%)	7.3	9.6	8.8	10.2
EPS(yen)	66.9	114.0	86.2	100 or more



Business Plan by Segment → No change

(Billion ¥)

					(DIIIIOI1 #)
Sales	FY14	FY15	FY16	FY17	Difference FY14~17
Control	358.0	366.7	360.0	390.0	+32.0
Measurement	23.8	23.4	24.0	26.0	+2.2
Aviation & Other	24.0	23.6	23.0	24.0	±0.0
Total	405.8	413.7	407.0	440.0	+34.2
Operating income	FY14	FY15	FY16	FY17	Difference FY14~17
Control	27.1	36.7	33.0	42.0	+14.9
Measurement	1.6	2.4	2.0	2.0	+0.4
Aviation & Other	1.1	0.5	1.0	1.0	(0.1)
Total	29.8	39.6	36.0	45.0	+15.2
Exchange rate (US\$/¥)	110.58	119.99	110.00	110.00	-



R&D, Investment for Growth, HR

(updated summary)

Investment in R&D

Add more value and create new businesses.
Maintain R&D investment at current level and achieve an <u>R&D-to-sales ratio of 6%.</u>

Investment for growth

- To expand in target industries, make 50 billion yen in strategic investments including M&A by the end of FY2017.
- Regular capital investment will be kept at an amount that is sufficient to cover capital depreciation.

HR

- Keep size of global workforce at around 20,000 and increase proportion of employees who are based outside Japan.
- Percentage of female managers: 5% or more (FY2017 Target)

*(FY2014: 2.4% for Yokogawa Electric)



Financial Strategy, Capital Policy → No change

Cash generation/ business expansion cycle Operational cash flow

(FY15-FY17) Total: 100 billion yen

+ Cash

90 billion yen (including strategic investment)

FY15: 31.9billion yen

Priority

1 Investment

•Strategic investment (50 billion yen from FY15 to FY17)

 Regular capital investment (to cover capital depreciation)

*FY15 : Capital investment : ¥15.4 billion (Includes strategic investment)

****Acquisition cost of KBC : ¥27.9billion**

→ will be executed in FY16

2 Finances

•Ensure the sound finances needed to undertake business expansion (enhance ability to raise funds and manage risk)

3 Return to shareholders

- ·Stable and sustainable dividend payment
- ·While allocating funds for investment and maintaining a sound financial footing, will aim for a 30% dividend ratio

Optimum capital structure

- ◆ Maintain ability to generate the funds needed to invest for growth
- ◆ Keep single A credit rating with Japanese rating agencies



Enhancement of Corporate Governance

			Direct	ors	Auditors		0	fficers
Year	Action	in	outside	Outside %	in	outside		(doubling as board member)
2003	Introduced outside directors	7	1	13%	2	2	24	6
2004	Abolished retirement bonuses for directors	7	1	13%	2	3	24	6
2005		7	1	13%	2	3	26	6
2006	Introduced one year tenure system for directors and revised articles of incorporation to reduce number of directors $(25\Rightarrow15)$	9	1	10%	2	3	27	7
2007	Increased number of outside directors Introduced takeover defense measures	8	2	20%	2	3	29	5
2008		7	2	22%	2	3	28	5
2009	Increased number of outside directors Renewed takeover defense measures	7	3	30%	2	3	15	5
2010		5	3	38%	2	3	14	3
2011	Renewed takeover defense measures Sold shares of a listed affiliate	4	3	43%	2	3	15	2
2012		4	3	43%	2	3	14	3
2013		4	3	43%	2	3	12	1
2014	Established Nomination and Compensation Committee (voluntary advisory body) Discontinuation (non-renewal) of takeover defense measures Introduced standards to ensure independence of outside directors	6	3	33%	2	3	12	3
2015	Established Nomination Advisory Committee and Compensation Advisory Committee (voluntary advisory bodies) Conducted outside evaluation of Board of Directors Established Yokogawa Corporate Governance Guidelines	6	3	33%	2	3	11	3
2016	Increase number of outside directors (plan)	6	4	40%	2	2	12	3



Overall Direction

Capitalizing on our large installed base (over 38,000 control systems installed), continue to increase our corporate value.

IA outside Japan

Aim for long-term growth

IA in Japan

Improve profitability



Corporate Brand Slogan



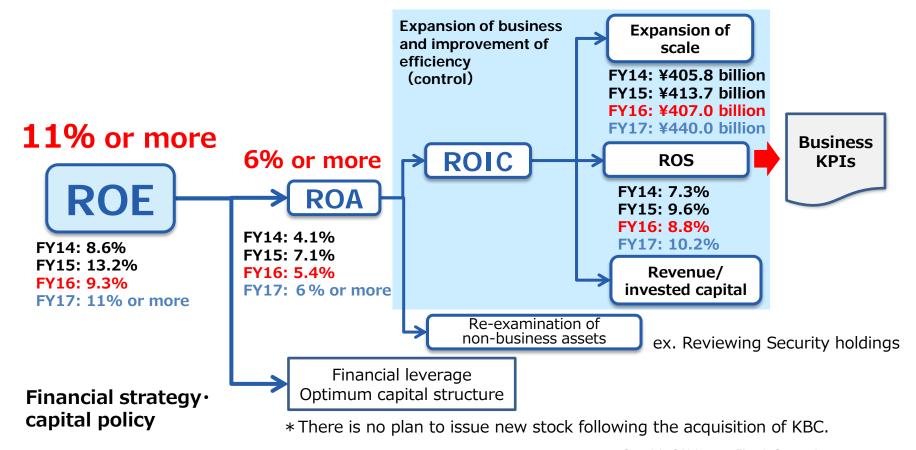
Expect great things from Transformation 2017

Appendix:

Trend of global sales in Control segment, Sales by region, Topics, Personnel by segment, Trend of stock price

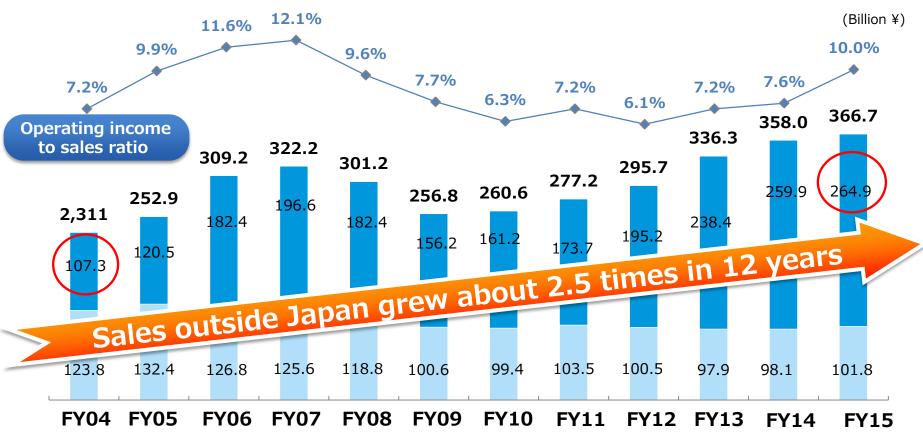
Appendix: KPIs

Exchange rate fluctuations remain, but progress is being made.





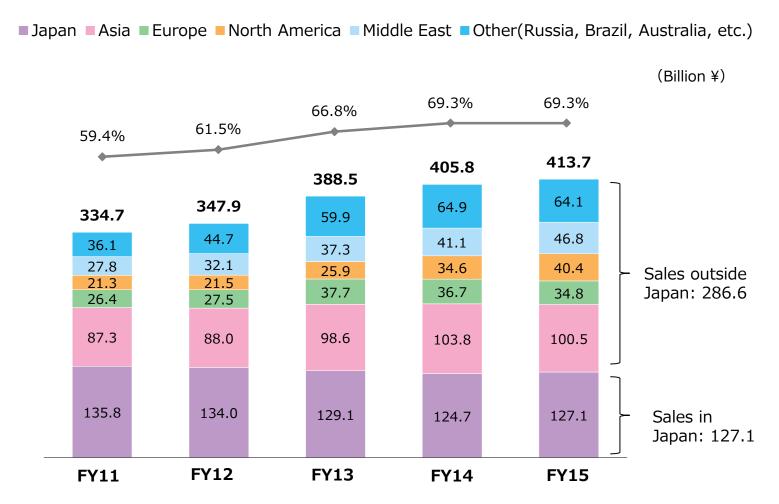
Appendix: Trend of Global Sales in Control Segment



<Exchange rate>_

	FY04	FY05	FY06	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15
Exchange rate (US\$)	107.46	113.09	117.00	113.80	100.66	92.61	85.13	78.82	83.33	100.67	110.58	119.99

Appendix: Sales by Region



^{*} Segment by country and region based on location of customers



Appendix: Personnel by Segment

	FY11	FY12	FY13	FY14	FY15	FY14-15 difference
Control	16,672	17,188	17,669	17,593	16,724	-869
Measurement	1,968	1,667	1,328	1,171	1,122	-49
Aviation & Other	797	830	840	837	800	-37
Total	19,437	19,685	19,837	19,601	18,646	-955



Appendix: Topics (Feb. 3-May 10)

Offer to acquire KBC Advanced Technologies

Launch of Industrial Knowledge business unit to enhance cloud-based advanced solution business

Supply of turbine control systems for Mongolia's largest thermal power plant Conclusion of agreement with Statoil to jointly develop a field wireless system

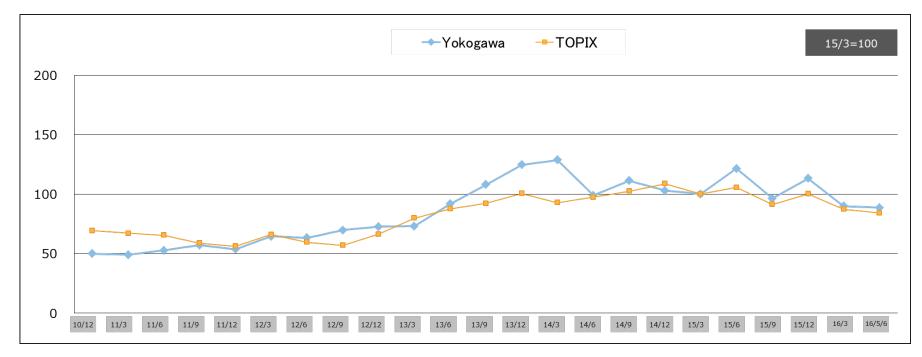
Commencement of production of differential pressure/pressure transmitters in India

Completion of acquisition on April 8 (Acquired 100% ownership of KBC)

Note: The events are listed based on the month when the announcement was made.



Appendix: Trend of Stock Price (to be revised)



	10/12	11/3	11/6	11/9	11/12	12/3	12/6	12/9	12/12	13/3	13/6	13/9	13/12	14/3	14/6	14/9	14/12	15/3	15/6	15/9	15/12	16/3	16/5/6
Yokogawa	646	634	683	740	695	837	818	902	941	946	1,187	1,398	1,615	1,667	1,281	1,442	1,333	1,295	1,574	1,247	1,465	1,163	1,147
TOPIX	899	869	849	761	729	854	770	737	860	1,035	1,134	1,194	1,302	1,203	1,263	1,326	1,407	1,543	1,630	1,411	1,547	1,347	1,298
	10/12	11/3	11/6	11/9	11/12	12/3	12/6	12/9	12/12	13/3	13/6	13/9	13/12	14/3	14/6	14/9	14/12	15/3	15/6	15/9	15/12	15/3	16/5/6
Yokogawa	50	49	53	57	54	65	63	70	73	73	92	108	125	129	99	111	103	100	122	96	113	90	89



Disclaimer

The information pertaining to our business plans and forecasts that has been provided in this presentation and at analyst meetings contains forward-looking statements that are based on our management's current knowledge and require the making of assumptions about future events. As such, it cannot be guaranteed that these statements will not differ materially from actual results.

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