## Summary of Consolidated Financial Results for the First Quarter of the Fiscal Year Ending March 31, 2009

July 31, 2008
Company name: Sasebo Heavy Industries Co., Ltd.
Listing: Tokyo Stock Exchange 1st Section
Osaka Securities Exchange 1st Section
Fukuoka Stock Exchange
Stock code: 7007
URL: http://www.ssk-sasebo.co.jp
Representative: Hidekazu Morishima/President
Inquiries: Kazumitsu Saitaka/General Manager of General Affairs Department
TEL: +81-3-6861-7312
Scheduled date to file quarterly report: August 14, 2008

Figures less than one million yen have been omitted.

1. Consolidated financial results for the first quarter of the fiscal year ending March 31, 2009 (From April 1, 2008 to June 30, 2008)

## (1) Consolidated operating results

(Percentages indicate year-on-year changes.)

|  | Net sales | Operating income | Ordinary income | Net income |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| For the three months ended | millions of yen | $\%$ | millions of yen | $\%$ | millions of yen | \% |
| June 30, 2008 | 19,706 | - | 2,125 | - | 2,272 | - |
| June 30, 2007 | 17,199 | 20.5 | 2,174 | 642.0 | 2,200 | 384.6 |


|  | Net income <br> per share | Diluted net income <br> per share |
| :---: | :---: | :---: |
| For the three months ended <br> June 30, 2008 <br> June 30, 2007 | 8.81 | yen |

## (2) Consolidated financial position

|  | Total assets | Net assets | Equity ratio | Net assets per share |
| :--- | ---: | ---: | ---: | ---: |
| As of | millions of yen | millions of yen | $\%$ | yen |
| June 30, 2008 | 88,093 | 21,361 | 24.2 | 133.10 |
| March 31, 2008 | 84,707 | 20,448 | 24.1 | 127.42 |

Reference: Equity
As of June 30, 2008: $\quad ¥ 21,361$ million
As of March 31, 2008: $¥ 20,448$ million

## 2. Cash dividends

|  | Cash dividends per share |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  | First quarter | Second quarter | Third quarter | Fiscal year-end | Annual |
| For the fiscal year ended March 31, 2008 | yen | yen | yen | $\begin{gathered} \text { yen } \\ 5.00 \end{gathered}$ | $\begin{gathered} \text { yen } \\ 5.00 \end{gathered}$ |
| For the fiscal year ending March 31, 2009 | - |  |  |  | - |
| For the fiscal year ending March 31, 2009 (Forecast) |  | - | - | 5.00 | 5.00 |

Note: Revision of the forecast in the first quarter of FY2009: No
3. Consolidated forecast for the fiscal year ending March 31, 2009
(From April 1, 2008 to March 31, 2009)

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income |  | Net income per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | millions of yen | \% | millions of yen | \% | millions of yen | \% | millions of yen | \% | yen |
| For the six months ending September <br> 30, 2008 | 40,000 |  | 2,850 | (28.6) | 2,800 | (29.2) | 1,700 | 21.3 | 10.59 |
| For the year ending March 31, 2009 | 80,000 | 20.1 | 6,000 | 63.5 | 5,900 | 79.1 | 3,000 | 1.4 | 18.69 |

Note: Revision of the forecasts in the first quarter of FY2009: No

## 4. Others

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries that affected the scope of consolidation): No
(2) Application of simplified accounting as well as specific accounting for preparing the quarterly consolidated financial statements: Yes

Note: For more details, please refer to the section of "4. Others" of [Qualitative Information and Financial Statements] on pages 5-6.
(3) Changes in accounting policies, procedures and methods of presentation for preparing the quarterly consolidated financial statements (changes to be described in the section of "Changes in basis of preparation for the quarterly consolidated financial statements".)
A. Changes due to adoption of revised accounting standards: Yes
B. Changes due to other reasons: No

Note: For more details, please refer to the section of "4. Others" of [Qualitative Information and Financial Statements] on pages 5-6.
(4) Number of issued shares (common stock)
A. Total number of issued shares at the end of the period (including treasury stock)

As of June 30, 2008
As of March 31, 2008
161,955,000 shares
161,955,000 shares
B. Number of treasury stock at the end of the period

As of June 30, $2008 \quad 1,468,825$ shares
As of March 31, 2008
$1,468,278$ shares
C. Average number of shares during the period (cumulative from the beginning of the fiscal year)

For the three months ended June 30, $2008 \quad 160,486,540$ shares
For the year ended March 31, 2008 161,362,493 shares

## * Proper use of the forecast, and other special matters

Commencing with the current fiscal year, the "Accounting Standard for Quarterly Financial Reporting" (ASBJ Statement No. 12) and the "Guidance on Accounting Standard for Quarterly Financial Reporting" (ASBJ Guidance No. 14) are applied. Also, the quarterly consolidated financial statements are prepared in accordance with the "Regulation for Quarterly Consolidated Financial Statements."
The forecast is based on judgments and estimates that have been made on the basis of currently available information and are subject to a number of risks and uncertainties. Changes in the company's performance and other factors may cause actual results to differ from these forecast figures.

## [Qualitative Information and Financial Statements]

## 1. Qualitative information on consolidated operating results

There was uncertainty in the Japanese economy during the first quarter of the fiscal year ending March 31, 2009, due to soaring fuel and raw material prices and financial anxieties across the globe in the wake of the sub-prime loan crisis in the U.S.
Under these conditions, the Sasebo Group posted $¥ 6,097$ million in consolidated orders received, a $91.9 \%$ increase over the same period of the previous fiscal year, due to factors such as favorable orders in its machinery business. Consolidated net sales were $¥ 19,706$ million, a $14.6 \%$ increase over the same period of the previous fiscal year thanks to the improvement of new ship prices, resulting in a $28.8 \%$ increase in order backlog at the end of the first quarter to $¥ 251,895$ million. In terms of income, a consolidated operating income of $¥ 2,125$ million was posted, resulting from the improvement of new ship prices despite soaring purchase prices for steel and other materials and equipment. A consolidated ordinary income of $¥ 2,272$ million was posted due to the non-operating income such as foreign exchange gain, etc., and a consolidated net income of $¥ 1,413$ million was posted after the deduction of income taxes.

Operating results by business segment are as follows:
(1) Shipbuilding

The Group posted consolidated orders received of $¥ 1,540$ million for its shipbuilding business, including ship repair work for commercial vessels, an increase of $8.9 \%$ compared to the previous year. Net sales totaled $¥ 16,361$ million from new shipbuilding and ship repair work representing a $17.7 \%$ increase over the same period of the previous fiscal year. New ships delivered during the first quarter totaled 3 ships: 2 units of 115,000 DWT crude oil tankers and 1 unit of 115,000 DWT product tanker. As a result, order backlog for new shipbuilding came to 35 units. In terms of income, $¥ 1,579$ million in operating income was posted due to the improvement of new ship prices despite soaring purchase prices for steel and other materials and equipment.
(2) Machinery

The Group posted consolidated orders received of $¥ 3,906$ million for its machinery business, an increase of $166.6 \%$ over the same period of the previous fiscal year, representing 91 orders of equipment-related work such as marine equipment and general industrial machinery. Net sales were $¥ 1,858$ million, a $5.9 \%$ decrease over the same period of the previous fiscal year. In terms of income, operating income was $¥ 951$ million resulting from the effects of increased production of crankshafts brought about by capital investments despite an increase in purchase prices for materials and equipment.
(3) Steel Structures

The Group posted consolidated orders received of $¥ 364$ million for its steel structure business, representing 5 constructions of bridges, etc., 12.5 times the figure of the same period of the previous fiscal year, during which a halt of designation of operations at the main regions occurred. Net sales reached $¥ 1,199$ million, a $13.5 \%$ increase from the same period of the previous fiscal year. An operating loss of $¥ 145$ million was posted due to the accounting of low profitability construction orders.
(4) Others

Other business segments are comprised mainly of transport business, etc. The Group posted orders received of $¥ 286$ million, for an increase of $6.8 \%$ over the same period of the previous fiscal year. Net sales of $¥ 286$ million were posted, an increase of $7.9 \%$ over the previous year, and an operating income of $¥ 65$ million was posted.

## 2. Qualitative information on consolidated financial position

(a) Assets

Current assets were $¥ 52,422$ million, an increase of $¥ 1,191$ million from the previous consolidated fiscal year-end. Non-current assets were $¥ 35,670$ million, an increase of $¥ 2,194$ million from the previous consolidated fiscal year-end. This was mainly due to the increase in property, plant and equipment as a result of capital investments.
As a result, total assets were $¥ 88,093$ million, an increase of $¥ 3,385$ million from the previous consolidated fiscal year-end.
(b) Liabilities

Current liabilities increased by $¥ 2,623$ million to $¥ 57,089$ million, as compared to the previous fiscal year-end. Such increase is mainly due to increases in accounts payable and short-term loans payable. Non-current liabilities decreased by $¥ 150$ million to $¥ 9,642$ million.
As a result, total liabilities were $¥ 66,732$ million, an increase of $¥ 2,473$ from the previous consolidated fiscal year-end.
(c) Net assets

Net assets for the first quarter increased by $¥ 912$ million to $¥ 21,361$ million compared to the consolidated fiscal year-end due to the recording of net income.

## 3. Qualitative information on consolidated forecast

There are no changes in the forecast for the fiscal year ending March 31, 2009, released at the time of the announcement of financial statements on May 15, 2008. Any future changes will be properly disclosed if such occurs.

## 4. Others

(1) Changes in significant subsidiaries during the period

No items to report
(2) Application of simplified accounting as well as specific accounting for preparing the quarterly consolidated financial statements
[Application of simplified accounting]
a. Calculation method of the estimated loss from bad loan on general credit

Because it is recognized that there is no material change between the actual rate of bad loan, etc. at the end of the first quarter of the current fiscal year, and the actual rate of bad loan, etc. calculated at the end of the previous fiscal year, the estimated loss from bad loan are calculated using the actual rate of bad loan, etc. at the end of the previous fiscal year.
b. Calculation method of income taxes, deferred tax assets and deferred tax liabilities The calculation of the income tax payment amount is effectuated based on the method in which the addition and subtraction items and tax deduction items are limited to the important items only. Because of the low importance of consolidated subsidiaries, the income tax payment amount for such subsidiaries is calculated by multiplying income before income taxes by the effective tax rate after the application of tax accounting in the statement of income of the previous fiscal year. Pertaining to the determination of the recoverability of deferred tax assets, because of the recognition of the absence of any material changes in business environment and other factors and in temporary differences or other events occurring after the end of the previous fiscal year, the earnings forecasts and tax planning used in the previous consolidated fiscal year are used.
[Application of specific accounting for preparing the quarterly consolidated financial statements] No items to report

## (3) Changes in accounting policies, procedures and methods of presentation for preparing the quarterly consolidated financial statements

a. Commencing with the first quarter under review, the "Accounting Standard for Quarterly Financial Reporting" (Accounting Standards Board of Japan, ASBJ Statement No. 12; March 14, 2007) and the "Guidance on Accounting Standard for Quarterly Financial Reporting" (Accounting Standards Board of Japan, ASBJ Guidance No. 14; March 14, 2007) are applied.
b. From the first quarter of the current fiscal year, the "Accounting Standard for Measurement of Inventories" (Accounting Standards Board of Japan, ASBJ Statement No. 9, July 5; 2006) was applied, therefore, with respect to valuation standards, the cost method was replaced by the cost method (method involving the write-down of book value due to the decreased profitability of assets). Please note that the operating income, ordinary income and income before income taxes were not affected by this change.
c. From the first quarter of the current fiscal year, the "Accounting Standard for Lease Transactions" (Accounting Standards Board of Japan, ASBJ Statement No. 13; June 17, 1993; final revision March 30, 2007) and the "Guidance on Accounting Standard for Lease Transactions" (Accounting Standards Board of Japan, ASBJ Guidance No. 16; January 18, 1994; final revision March 30, 2007) were applied early. Please note that the operating income, ordinary income and income before income taxes were not affected by this change.

## 5. Consolidated financial statements

(1) Consolidated balance sheets

|  | As of June 30, 2008 | As of March 31, 2008 <br> (Summary) |
| :--- | ---: | ---: |
| Assets |  |  |
| Current assets | 22,851 | 18,779 |
| Cash and deposits | 20,891 | 24,006 |
| Notes and accounts receivable-trade | 1,540 | 1,539 |
| Marketable securities | 14 | 13 |
| Merchandise | 1,547 | 1,194 |
| Raw materials and supplies | 1,680 | 1,753 |
| Partly-finished work | 1,410 | 1,216 |
| Accounts receivable-other | 1,496 | 1,570 |
| Deferred tax assets | 1,039 | 1,219 |
| Other current assets | $(50)$ | $(62)$ |
| Allowance for doubtful receivables |  | 52,422 |
| Total current assets |  | 51,231 |
| Non-current assets | 26,413 | 24,613 |
| Property, plant and equipment | 189 | 153 |
| Intangible assets | 9,067 | 8,708 |
| Investments and other assets |  | 35,670 |
| Total non-current assets |  | 88,093 |
| Total assets |  | 33,476 |


| Liabilities |  |  |
| :---: | :---: | :---: |
| Current liabilities |  |  |
| Notes and accounts payable-trade | 21,987 | 20,117 |
| Notes payable for equipment | 1,246 | 1,116 |
| Short-term loans payable | 3,829 | 2,039 |
| Current portion of bonds | - | 50 |
| Accrued income taxes | 877 | 79 |
| Advance received | 23,383 | 25,273 |
| Reserve for guaranteed contracts | 65 | 65 |
| Reserve for loss on construction contracts | 3,918 | 3,258 |
| Other current liabilities | 1,782 | 2,446 |
| Total current liabilities | 57,089 | 54,465 |
| Non-current liabilities |  |  |
| Long-term loans payable | 1,104 | 1,322 |
| Deferred tax liabilities | 4 | 3 |
| Reserve for retirement benefits | 8,188 | 8,142 |
| Reserve for special repairs | 21 | 28 |
| Other non-current liabilities | 323 | 295 |
| Total non-current liabilities | 9,642 | 9,793 |
| Total liabilities | 66,732 | 64,258 |
| Net assets |  |  |
| Shareholders' equity |  |  |
| Common stock | 8,414 | 8,414 |
| Capital surplus | 5,148 | 5,148 |
| Retained earnings | 7,607 | 6,996 |
| Treasury stock | (974) | (974) |
| Total shareholders' equity | 20,194 | 19,583 |
| Valuation and translation adjustments |  |  |
| Valuation difference on available-for-sale securities | 1,166 | 864 |
| Foreign currency translation adjustments | 0 | 0 |
| Total valuation and translation adjustments | 1,166 | 864 |
| Total net assets | 21,361 | 20,448 |
| Total liabilities and net assets | 88,093 | 84,707 |

## (2) Consolidated statements of income

| (in millions of yen, unless otherwise noted) |  |  |
| :---: | :---: | :---: |
|  | For the three months ended June 30, 2008 |  |
|  |  | \% |
| Net sales | 19,706 | 100.0 |
| Costs of sales | 16,926 |  |
| Gross profit | 2,779 | 14.1 |
| Selling, general and administrative expenses: | 654 |  |
| Operating income | 2,125 | 10.8 |
| Non-operating income | 198 |  |
| Interest and dividend income | 78 |  |
| Foreign exchange gains | 105 |  |
| Other | 14 |  |
| Non-operating expenses | 51 |  |
| Interest expenses | 48 |  |
| Other | 3 |  |
| Ordinary income | 2,272 | 11.5 |
| Extraordinary income | 91 |  |
| Gain on sales of non-current assets | 62 |  |
| Reversal of allowance for doubtful accounts | 29 |  |
| Extraordinary loss | 30 |  |
| Loss on disposal of non-current assets | 27 |  |
| Loss on valuation of investment securities | 2 |  |
| Other | 0 |  |
| Income before income taxes | 2,333 | 11.8 |
| Income taxes-current | 859 | 4.4 |
| Income taxes-deferred | 60 | 0.3 |
| Net income | 1,413 | 7.2 |


| (in millions of yen, unless otherwise noted) |  |
| :---: | :---: |
|  | For the three months ended June 30, 2008 |
| Cash flows from operating activities |  |
| Net income before income taxes | 2,333 |
| Depreciation and amortization | 497 |
| Increase (decrease) in allowance for doubtful receivables | (29) |
| Increase (decrease) in reserve for loss on construction contracts | 660 |
| Increase (decrease) in reserve for retirement benefits | 46 |
| Increase (decrease) in reserve for special repairs | (6) |
| Interest and dividend income | (78) |
| Interest expenses | 48 |
| Foreign exchange losses (gains) | (99) |
| Loss (gain) on sales of non-current assets | (62) |
| Loss (gain) on disposal of non-current assets | 27 |
| Loss (gain) on valuation of investment securities | 2 |
| Decrease (Increase) in notes and accounts receivable-trade | 3,115 |
| Decrease (Increase) in inventories | (281) |
| Decrease (Increase) in consumption taxes refund receivable | (188) |
| Decrease (increase) in other current assets | (47) |
| Increase (decrease) in notes and accounts payable-trade | 1,728 |
| Increase (decrease) in advance received | $(1,890)$ |
| Increase (decrease) in other current liabilities | (772) |
| Others | 246 |
| Subtotal | 5,298 |
| Interest and dividends received | 71 |
| Interest paid | (45) |
| Income taxes paid | (47) |
| Net cash provided by operating activities | 5,275 |


| Cash flows from investing activities |  |
| :---: | :---: |
| Payments into time deposits | (500) |
| Purchase of short-term investment securities | (530) |
| Proceeds from sales and redemption of shortterm investment securities | 530 |
| Purchase of property, plant and equipment | $(2,021)$ |
| Proceeds from sales of property, plant and equipment | 63 |
| Purchase of intangible assets | (23) |
| Purchase of investment securities | (58) |
| Collection of loans receivable | 0 |
| Others | 19 |
| Net cash used in investing activities | $(2,521)$ |
| Cash flows from financing activities |  |
| Net increase (decrease) in short-term loans payable | 1,790 |
| Repayment of long-term loans | (218) |
| Payment for redemption of bonds | (50) |
| Dividends paid | (802) |
| Payments for purchases of treasury stock | (0) |
| Others | (1) |
| Net cash provided by financing activities | 717 |
| Effect of exchange rate changes on cash and cash equivalents | 37 |
| Increase (decrease) in cash and cash equivalents | 3,509 |
| Cash and cash equivalents at beginning of period | 17,807 |
| Cash and cash equivalents at end of period | 21,317 |

Commencing with the current fiscal year, the "Accounting Standard for Quarterly Financial Reporting" (ASBJ Statement No. 12) and the "Guidance on Accounting Standard for Quarterly Financial Reporting" (ASBJ Guidance No. 14) are applied. Also, the quarterly consolidated financial statements are prepared in accordance with the "Regulation for Quarterly Consolidated Financial Statements."

## (4) Notes on premise of going concern

For the first quarter of the fiscal year ending March 31, 2009 (from April 1, 2008 to June 30, 2008)
No items to report

## (5) Segment Information

[Information by business segment]
For the three months ended June 30, 2008
(in millions of yen)

|  | Shipbuilding | Machinery | Steel structure | Others | Total | $\begin{gathered} \hline \text { Elimination } \\ \text { and } \\ \text { corporate } \end{gathered}$ | Consolidated |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| I. Net sales and operating income (loss) |  |  |  |  |  |  |  |
| Net sales |  |  |  |  |  |  |  |
| (1) Outside customers | 16,361 | 1,858 | 1,199 | 286 | 19,706 | - | 19,706 |
| (2) Inter-segment sales and transfers | - | - | 359 | 413 | 773 | (773) | - |
| Total | 16,361 | 1,858 | 1,558 | 699 | 20,479 | (773) | 19,706 |
| Operating income (loss) | 1,579 | 951 | (145) | 65 | 2,451 | (325) | 2,125 |

(Notes) 1. Businesses are segmented taking into consideration the similarities in the types and nature of products and their manufacturing and sales method as well as the income tabulation classification, related assets, etc.
2. Main products of each business segment
(1) Shipbuilding: Building, repair, and conversion of oil tankers, bulk carriers, coal carriers, ore carriers, log carriers, LPG vessels, container carriers, naval ships, marine research vessels, etc.
(2) Machinery: Steel making and processing machinery, press machinery, heat exchangers, pressure vessels, towers/vessels, boilers for marine use, marine machinery such as fin stabilizers, crankshafts and marine diesel machinery parts, rudders
(3) Steel structure: Marine structure such as bridges, floating pontoons, hydraulic gates, steel penstocks, steel frames, cable cranes, steel pools, pontoons/caissons
(4) Others: Transportation service, facility management, golf course, agencies, others
[Information by geographic segment]
Not indicated because no overseas consolidated subsidiaries or branch offices existed for the first quarter of the fiscal year ending March 31, 2009 (from April 1, 2008 to June 30, 2008)
[Overseas sales]
For the first quarter of the fiscal year ending March 31, 2009 (from April 1, 2008 to June 30, 2008)

|  |  | Asia | Central <br> America | Africa | Others | Total |
| :--- | :--- | ---: | ---: | ---: | ---: | ---: |
| I. | Overseas net sales (millions of yen) | 10,648 | 4,040 | 47 | 270 | 15,007 |
| II. | Consolidated net sales (millions of yen) |  |  |  |  | 19,706 |
| III. <br> Percentage of overseas net sales to consolidated net <br> sales (\%)$\quad 54.0$ | 20.5 | 0.2 | 1.4 | 76.1 |  |  |

(Notes) 1. The classification of countries or regions is based on geographical proximity.
2. Main countries and regions affiliated to each classification:
(1) Asia:

| (2) Central America: Panama, Bahamas |  |
| :--- | :--- |
| (3) Africa: | Liberia, |
| (4) Others: | USA |

3. "Overseas net sales" are the net sales of the Company and its consolidated subsidiaries in countries or areas outside Japan.

## (6) Notes on significant changes in the amount of shareholders' equity

For the first quarter of the fiscal year ending March 31, 2009 (from April 1, 2008 to June 30, 2008)
No items to report

## Production, Orders Received, and Sales

## (1) Production

(in millions of yen, unless otherwise noted)

| Product category | For the three months ended June 30, 2008 |  | For the three months ended June 30, 2007 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | \% | Amount | \% | Amount | \% |
| Shipbuilding | 15,850 | 83.1 | 12,531 | 82.5 | 3,318 | 26.5 |
| Machinery | 1,850 | 9.7 | 1,512 | 10.0 | 337 | 22.3 |
| Steel structure | 1,087 | 5.7 | 880 | 5.8 | 207 | 23.5 |
| Others | 286 | 1.5 | 260 | 1.7 | 25 | 9.9 |
| Total | 19,074 | 100.0 | 15,184 | 100.0 | 3,889 | 25.6 |

## (2) Orders Received

| Product category | For the three months ended June 30, 2008 |  | For the three months ended June 30, 2007 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | \% | Amount | \% | Amount | \% |
| Shipbuilding | 1,540 | 25.2 | 1,414 | 44.5 | 125 | 8.9 |
| Machinery | 3,906 | 64.1 | 1,465 | 46.1 | 2,441 | 166.6 |
| Steel structure | 364 | 6.0 | 29 | 1.0 | 334 | 1,146.0 |
| Others | 286 | 4.7 | 267 | 8.4 | 18 | 6.8 |
| Total | 6,097 | 100.0 | 3,177 | 100.0 | 2,920 | 91.9 |

## (3) Order backlog

|  | (in millions of yen, unless otherwise noted) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Product category | For the three months ended June 30, 2008 |  | For the three months ended June 30, 2007 |  | Change |  |
|  | Amount | \% | Amount | \% | Amount | \% |
| Shipbuilding | 236,027 | 93.7 | 178,553 | 91.3 | 57,473 | 32.2 |
| Machinery | 7,807 | 3.1 | 5,187 | 2.6 | 2,620 | 50.5 |
| Steel structure | 8,059 | 3.2 | 11,895 | 6.1 | $(3,835)$ | (32.3) |
| Others | - | - | 10 | 0.0 | (10) | (100.0) |
| Total | 251,895 | 100.0 | 195,647 | 100.0 | 56,247 | 28.8 |

(Notes) 1. Order backlog is described by the complete contract method. Of order backlog amounts for the end of the first quarter of the current fiscal year, $¥ 24,122$ million for shipbuilding and $¥ 2,200$ million for steel structure are recorded as sales by the percentage of completion method. Of the order backlog amount for the end of the first quarter of the previous fiscal year, $¥ 15,743$ million for shipbuilding and $¥ 2,375$ million for steel structures are recorded as sales by the percentage of completion method.
2. The $¥ 446$ million increase as a result of foreign exchange rate fluctuations with respect to the foreign denominated order backlog at the end of the previous fiscal year is added to the order backlog at the end of the first quarter of the current fiscal year.

## (4) Sales

(in millions of yen, unless otherwise noted)

| Product category | For the three months ended June 30, 2008 |  | For the three months ended June 30, 2007 |  | Change |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | \% | Amount | \% | Amount | \% |
| Shipbuilding | 16,361 | 83.0 | 13,902 | 80.8 | 2,459 | 17.7 |
| Machinery | 1,858 | 9.4 | 1,974 | 11.5 | (115) | (5.9) |
| Steel structure | 1,199 | 6.1 | 1,057 | 6.2 | 142 | 13.5 |
| Others | 286 | 1.5 | 265 | 1.5 | 20 | 7.9 |
| Total | 19,706 | 100.0 | 17,199 | 100.0 | 2,506 | 14.6 |

