
“Century 2025” Phase1

FY2017 Outline of Financial Results

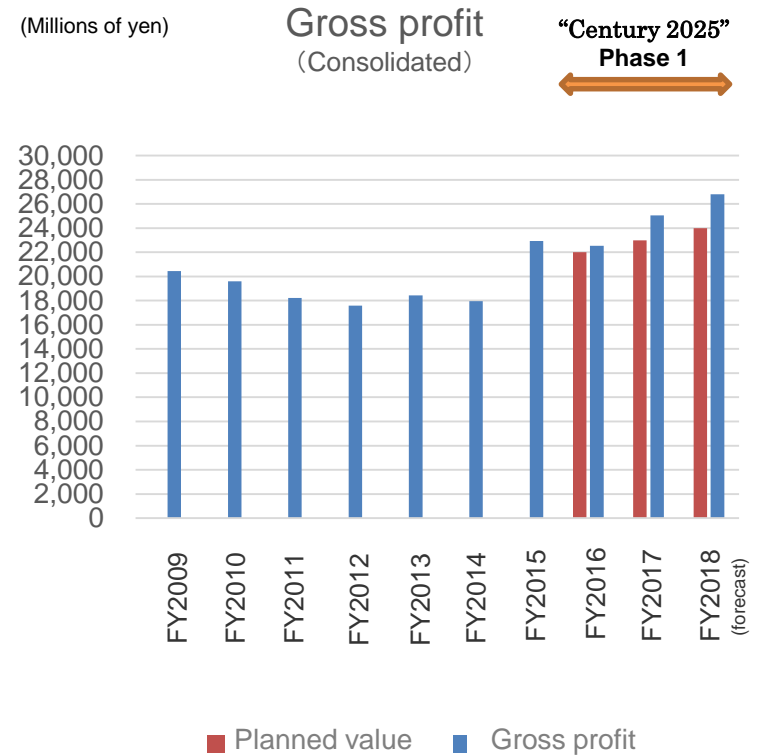
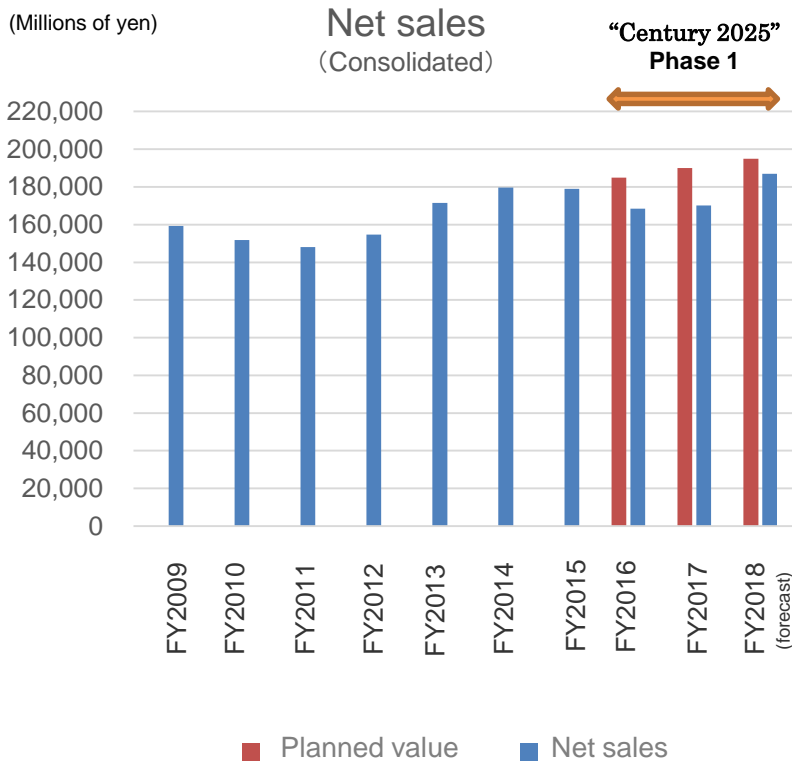
May 11, 2018

Sanki Engineering Co., Ltd.



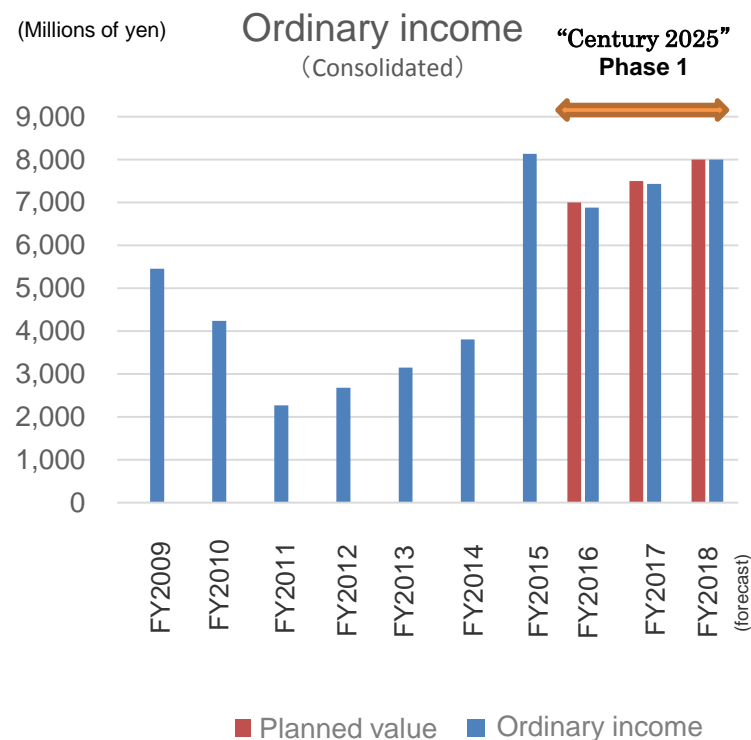
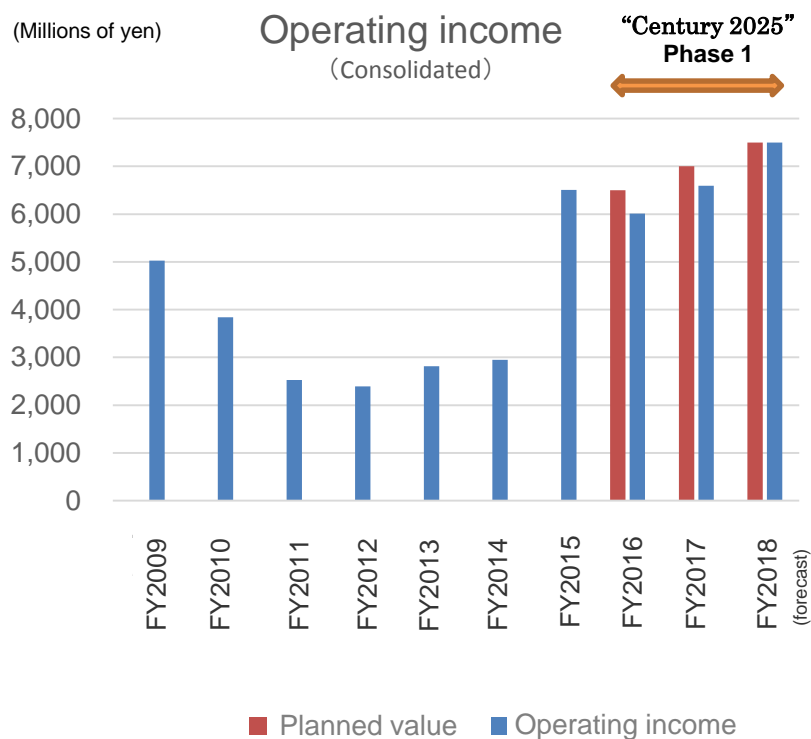
FY2017 Overview

◆ Business results



FY2017 Overview

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FY2017 Overview

◆ Topics by Segment

- **Facilities Construction Business**
 - (1) Strategically receive orders for large-scale projects, which will form future stock
 - (2) Expansion of on-site support measures (internet procurement and expanded operational support)
- **Machinery Systems Business**
 - (1) Order received for large-scale project of airport transporting facilities
 - (2) Development of world's fastest conveyor and sorting device (Cross Belt Sorter)
- **Environmental Systems Business**
 - (1) Full scale participation in the wood biomass gasification power generation facility market
 - (2) First DBO* style order received including new construction work (2nd consecutive year as a DBO project)

*DBO (Design Build Operate) is a means of achieving the private management of publicly owned facilities by placing a blanket order for design, building, operation and maintenance with a private enterprise

FY2017 Overview

◆ Various initiatives

Measures to enhance “quality,” and to become “the company of choice”

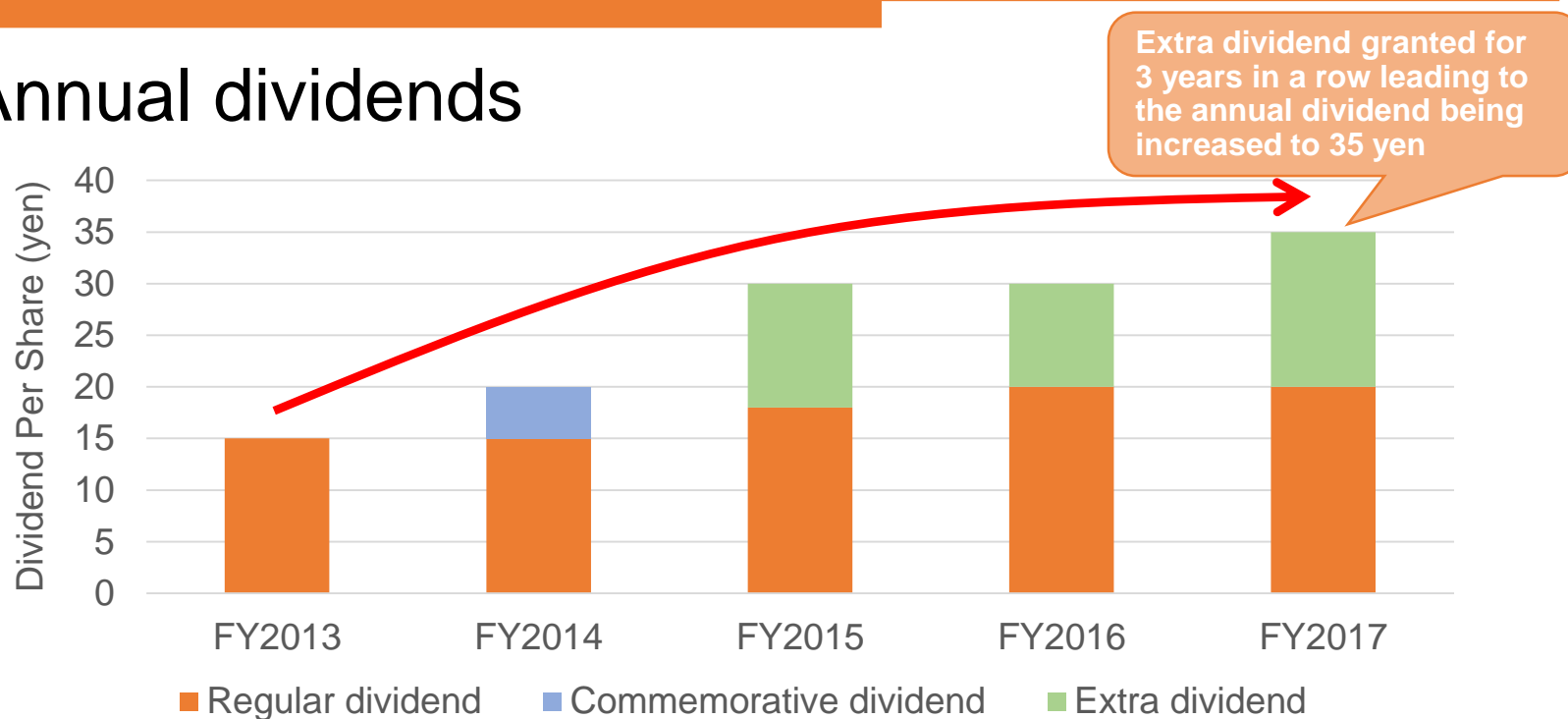
(1) Shareholder returns	Dividends, retirement and acquisition of treasury stock
(2) Enhancing quality	Progress of the “STeP Project”
(3) Activities this year	Development of new technology, work-style reforms, social contributions, communication of information



Details to follow

Shareholder Returns

◆ Annual dividends



◆ Retirement and acquisition of treasury stock

- (1) 3,000,000 shares retired (retirement completed in May 2017)
- (2) 3,000,000 shares acquired (acquisition completed in December 2017)

Enhancing Quality

◆ Progress of the STeP Project

- (1) Construction of the “Sanki Techno Center”
(The new Technical Research & Development Institute commenced operation in March 2018;
Whole facilities scheduled to commence operation in October 2018)
- (2) Demolition of the old Yamato Plant facilities
(Demolition completed in April 2018)
- (3) Completion of the temporary relocation of the machinery systems plant
(Construction of the new plant is scheduled to begin in May 2018
Operation of the new plant is scheduled to commence in August 2019)



Sanki Techno Center
(conceptual drawing)



Scene of the demolition of
the old Yamato Plant

Activities This Year

(1) Development of new technology



Market rollout of aluminum refrigerant piping method “Aluminger”



To see the Sanki news release



Development of world's fastest conveyor and sorting device (Cross Belt Sorter)



Received first order for DBO style of energy-recovery waste treatment facilities including new construction work(Saga Prefecture)



Full scale participation in the wood biomass gasification power generation facility market



Activities This Year

(2) Work-style reforms



Meeting to exchange opinions between division chiefs and young employees



2nd "Sanki Ladies' Forum" (on this occasion, the forum was held for female engineers, and it was attended by the President)



Sanki Super Meister / Sanki Best Partner

育児・介護と業務の両立 セクハラ、パワハラ
周田とのコミュニケーション

三機グループの**女性従業員**のみなさん！
仕事のこと、ひとりで悩んでいませんか？
女性向けの相談窓口、できました！

相談員が**女性**だから、話しやすい♪ がんばりすぎずに、何でもお気軽にご相談ください！

女性ほっとライン

☎ 03-0000-0000
受付時間：8時50分～17時30分
(土日・祝日除く)
※不在時は折り返し対応となります。

✉ women-000@eng.sanki.co.jp

 三機工業株式会社

Opening of the "Women's Hotline"



Activities This Year

(3) Social contributions



Contributions and planting trees through “SANKI YOU Eco Contribution Points”



Weeding event at “Sanki no Mori”



Fundraising activity for the Japan Guide Dog Association



Participation in the “Uchimizu Biyori” event held by Bureau of Environment of the Tokyo Metropolitan Government



Participating in blood donation by the Japanese Red Cross Tokyo Metropolitan Blood Center



Activities This Year

(4) Communication of information (1)



HVAC&R JAPAN 2018

(Held: February 27 to March 2, 2018 at Makuhari Messe)



4th INTERPHEX OSAKA

(Held: February 21 to 23, 2018 at INTEX OSAKA)



ENEX2018

(Held: February 14 to 16, 2018 at Tokyo Big Site)



Sewage Works Exhibition '17

(Held: August 1 to 4, 2017 at Tokyo Big Site)

Activities This Year

(4) Communication of information (2)

- Advertisements in The Nikkei
 - Corporate advertising
 - Recruitment advertising



Corporate advertising in The Nikkei
(Nikkei Social Innovation Forum)

- Broadcast of television programs

- Business information program, “Kenja no Sentaku : Leaders”
(Broadcast in February 2018 on Nikkei CNBC, BS12TwellV,
and Sun Television)
- Business documentary program, “Unknown Gulliver”
(Broadcast in March 2018 on TV Tokyo,
Television Hokkaido, Aichi Television Broadcasting,
Television Osaka, TV Setouchi, and TVQ Kyushu Broadcasting)



Kenja no Sentaku : Leaders



ESG Initiatives

	Status
E Environment	<ul style="list-style-type: none"> • Continuous donation of “SANKI YOU Eco Contribution Points” • Orders received for DBO style of new energy-recovery waste treatment facilities, including new construction work • Constructed wood biomass gasification power generation facility (related to renewable energy) • Constructed high-level energy-saving facility in Shanghai, China, in conjunction with NEDO and others • Registered as a “ZEB Planner”, which is a license system that was instituted by the Ministry of Economy, Trade, and Industry in FY2017
S Society	<ul style="list-style-type: none"> • Entered the third year of the company’s unique work style reform, “Smile Project” • Initiated the above project’s “Smile Site Plan” subcommittee, which is focusing on working styles of construction sites • Established the “Women’s Hotline”, women-only consultation service • Holding meetings to exchange opinions between division chiefs and young employees • Holding a meeting for female engineers to exchange opinions at the 2nd “Sanki Ladies’ Forum”
G Governance	<ul style="list-style-type: none"> • Increased the content of self-evaluation by the Board of Directors • Participated in a digital voting platform • Conducted meeting to exchange opinions about corporate governance • Engaged in revision of decision-making procedure standards for the Board of Directors • Increased dialogue with shareholders (strengthened the system, increased the number of opportunities for dialogue, and held briefing sessions for individual investors)

Finally

The Sanki Group pursues growth one step at a time, constantly refining its technical skills and human resources to provide engineering that creates customer satisfaction in any age, and achieve sustainable growth and medium to long-term increases in corporate value.