

JFE Group

Financial Results in First Quarter of Fiscal Year 2017 ending March 31, 2018

JFE Holdings, Inc. August 1, 2017



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This presentation material is for information and discussion purpose only.

Any statements in the presentation which are not historical facts are future projections based on certain assumptions and currently available information. Please note that actual performance may vary significantly due to various factors



Consolidated Results in First Quarter of Fiscal Year 2017 (April 1 to June 30, 2017)



Financial Results in First Quarter of Fiscal Year 2017

(billion yen)

	FY2016	FY2017	Change
	1Q (Apr-Jun)	(Apr-Jun) 1Q (Apr-Jun)	
Net Sales	740.6	846.8	106.2
Operating Income (Loss)	(4.2)	49.8	54.0
Non-operating Income (Expenses)	(9.1)	6.3	15.4
Ordinary Income (Loss)	(13.3)	56.2	69.5
Extraordinary Profit	_	21.4	21.4
Profit (Loss) before Income Taxes	(13.3)	77.7	91.0
Tax Expense and Profit Attributable to Non-controlling Interests	1.6	(20.5)	(22.1)
Profit (Loss) Attributable to Owners of Parent	(11.7)	57.1	68.8



JFE-HD Financial Results in First Quarter of Fiscal Year 2017 (by Segment)

(billion yen)

	FY2016	FY2017	Chango
	1Q (Apr-Jun)	1Q (Apr-Jun)	Change
Steel Business	528.4	636.4	108.0
Engineering Business	80.4	72.3	(8.1)
Trading Business	393.0	465.1	72.1
Adjustments	(261.2)	(327.0)	(65.8)
Net Sales	740.6	846.8	106.2
Steel Business	(20.3)	48.6	68.9
Engineering Business	1.8	0.4	(1.4)
Trading Business	4.5	8.3	3.8
Adjustments	0.6	(1.1)	(1.7)
Ordinary Income (Loss)	(13.3)	56.2	69.5



Forecasts of Consolidated Financial Results in Fiscal Year 2017 (April 1, 2017 to March 31, 2018)



Financial Forecasts for Fiscal Year 2017

(billion yen)

	FY2016(A)		FY20	FY2017(F)		Change
	1H	Full year	1H	Full year	1H	Full year
Net Sales	1,499.5	3,308.9	1,700.0		200.5	
Operating Income	4.0	96.7	100.0		96.0	
Non-operating Income (Expenses)	(14.1)	(12.0)	0.0		14.1	
Ordinary Income (Loss)	(10.1)	84.7	100.0	200.0	110.1	115.3
Extraordinary Profit	3.5	20.7	20.0	20.0	16.5	(0.7)
Profit (Loss) before Income Taxes and Minority Interests	(6.5)	105.4	120.0	220.0	126.5	114.6
Tax Expense and Profit Attributable to Non-controlling Interests	(1.8)	(37.5)	(35.0)	(70.0)	(33.2)	(32.5)
Profit (Loss) Attributable to Owners of Parent	(8.4)	67.9	85.0	150.0	93.4	82.1
ROS(*)	(0.7%)	2.6%	5.9%		6.6%	

^{*}Return on Sales: Ordinary Income / Net Sales





Financial Forecasts for Fiscal Year 2017 (by Segment)

(billion yen)

		FY20	016(A)	FY2017(F)	
		1H	Full year	1H	Full year
	Steel Business	1,072.4	2,349.1	1,300.0	
	Engineering Business	175.3	426.1	160.0	
	Trading Business	775.8	1,671.0	905.0	
	Adjustments	(524.0)	(1,137.3)	(665.0)	
N	let Sales	1,499.5	3,308.9	1,700.0	
	Steel Business	(24.4)	40.5	85.0	150.0
	Engineering Business	7.6	26.6	1.5	25.0
	Trading Business	7.6	21.8	15.0	28.0
	Adjustments	(1.0)	(4.2)	(1.5)	(3.0)
Ordinary Income (Loss)		(10.1)	84.7	100.0	200.0

Change	Change
1H	Full year
227.6	
(15.3)	
129.2	
(141.0)	
200.5	
109.4	109.5
(6.1)	(1.6)
7.4	6.2
(0.5)	1.2
110.1	115.3



Change in Depreciation Method for Property, Plant and Equipment

Depreciation method for property, plant and equipment of JFE Steel

Until FY2016 : Primarily applied declining balance method

From FY2017: Began applying straight-line method

- Reason for the change
- In the long run, Japan's declining birthrate and aging population are forecast to lead to reduced domestic demand.
- •JFE Steel, rather than focusing on increased crude steel output, is striving to ensure stable steel output and to cut costs at its steelworks in Japan through capital investments to strengthen the manufacturing base.

The company made the change because its steelmaking facilities are expected to enjoy stable production, as stated above, so the straight-line method was deemed more appropriate for allocating the costs of assets.

Ordinary income will forecast to increase by 28.0 bil

Ordinary income will forecast to increase by 28.0 billion yen compared with the profit by using previous method.



JFE Steel Financial Results in First Quarter of Fiscal Year 2017



Production and Shipment

			FY2016					
	Unit	1Q	2Q	3Q	4Q		1Q	
		Actual	Actual	Actual	Actual	Actual	Actual	
Crude Steel (Standalone)	Mt	6.94	7.06	7.12	7.02	28.14	7.12	
Crude Steel (consolidated)	Mt	7.52	7.62	7.66	7.61	30.41	7.53	
Shipment (Standalone)	Mt	6.26	6.34	6.43	6.68	25.70	6.14	
Export Ratio (Standalone)	%	43.6	44.1	43.3	44.9	44.0	42.1	
Average Sales Prices (Standalone)	000 yen/t	58.5	58.6	61.5	72.0	62.8	74.4	
Exchange rate	¥/\$	111.1	103.5	106.1	114.3	108.8	111.5	
Exchange rate (End of Term)	¥/\$	102.9	101.1	116.5	112.2	112.2	112.0	



21.7 Billion Yen increase in JFE Steel's Ordinary Income (FY16 4Q vs. FY17 1Q)

(billion yen)

JFE Steel

JFE Steel	FY16	FY16	FY16	FY16	FY17
of L Oteel	1Q	2Q	3Q	4Q	1Q
Ordinary Income	(20.3)	(4.1)	38.0	26.9	48.6

Change 4Q→1Q	
21.7	

Cost reductions

+ 7.0

Volume and Mix

+ 2.0

Sales and Raw materials

+ 20.0

Inventory valuation

- **20.0**
- Impact of change in depreciation method + 4.2
- Others

| 8.5

TOTAL

+ 21.7



JFE Steel

Financial Forecasts for Fiscal Year 2017

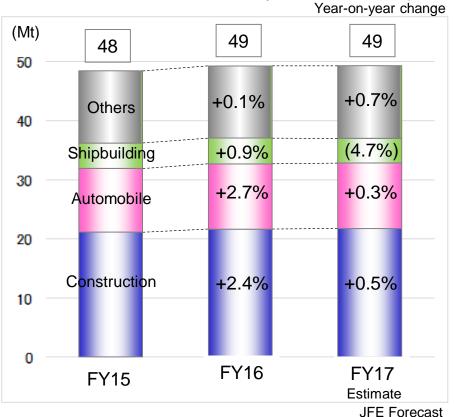


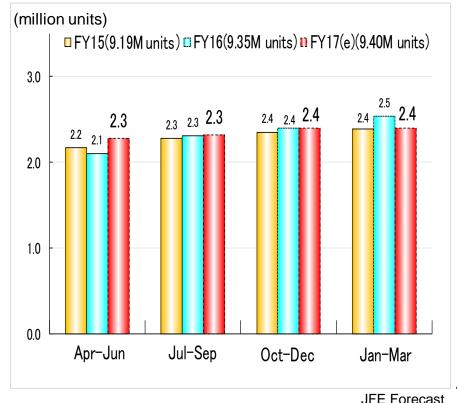
Current Business Environment (Domestic)

- ➤ Domestic steel demand in FY17 is forecast to slightly increase from FY16.
- Automobile sector and construction sector are forecast to remain robust (for automobile use: $\pm 0.3\%$ for construction use: $\pm 0.5\%$) despite $\pm 4.7\%$ decrease in shipbuilding sector.

[Outlook for Domestic Ordinary Steel Consumption]

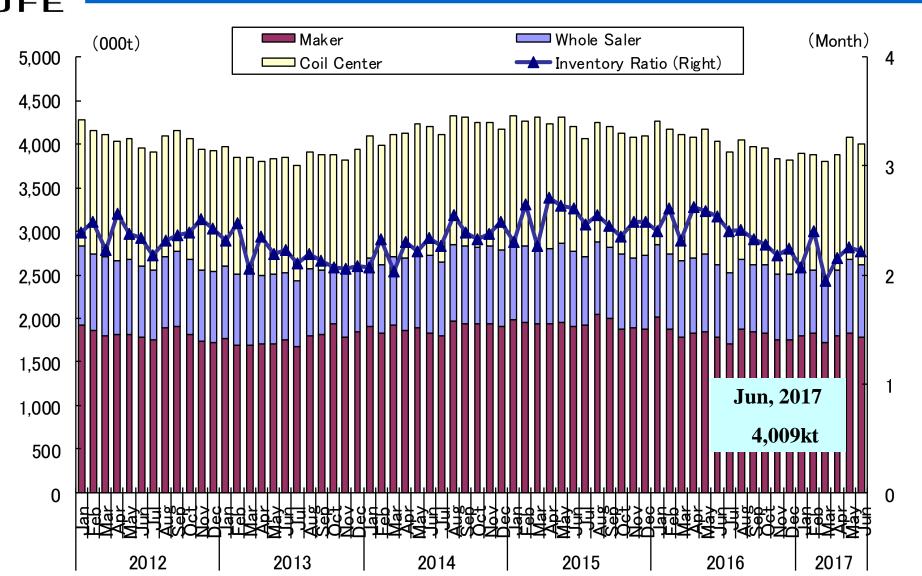
[Outlook for domestic auto production]





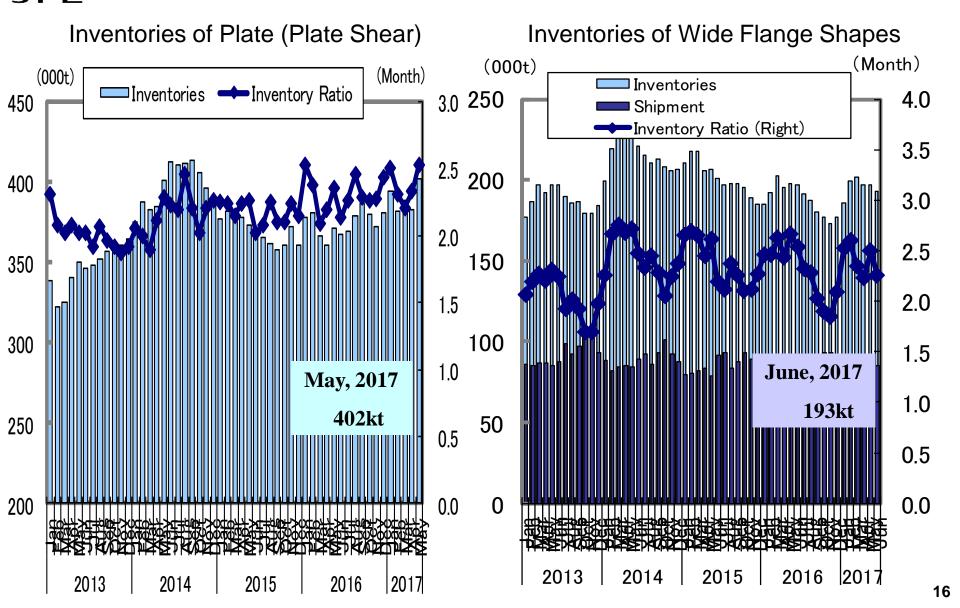
Domestic
Market Environment

Combined Inventories of HR, CR and Coated Steel Sheet



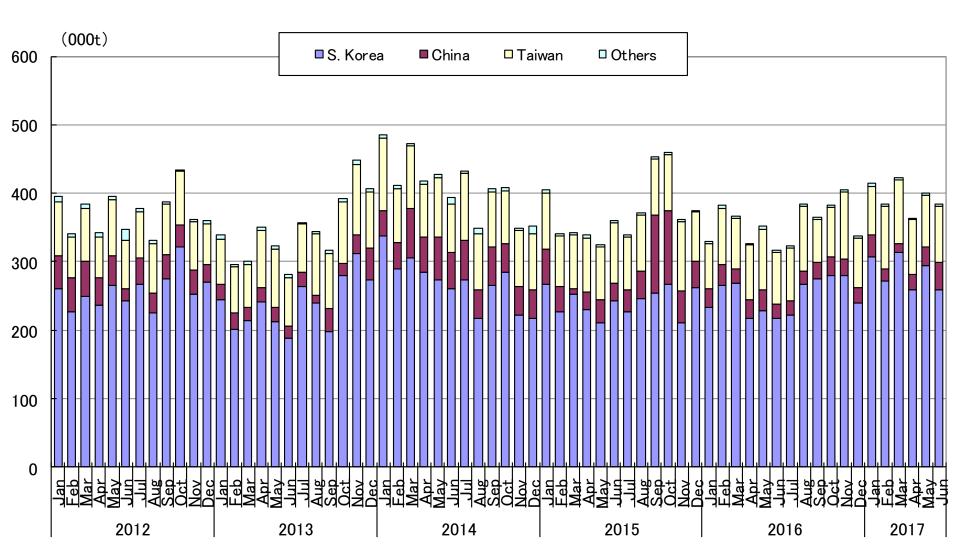


JFE Steel Inventories of Plate (Plate Shear) and Wide Flange Shapes Market Environment





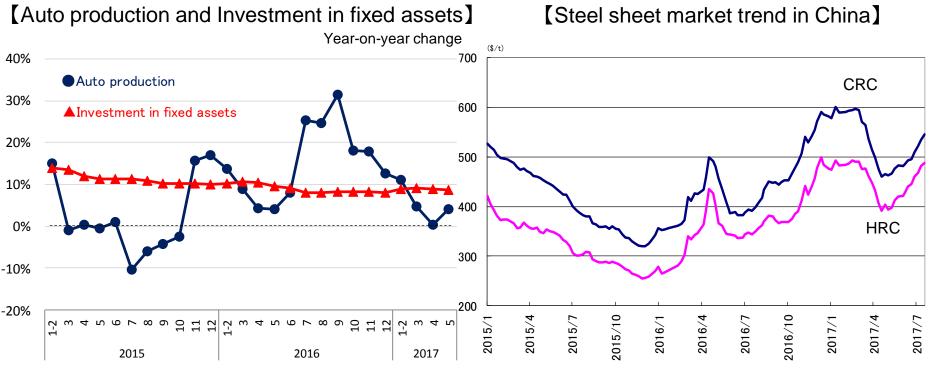
Trend of Import Steel (Ordinary Steel)





Current Business Environment (Overseas)

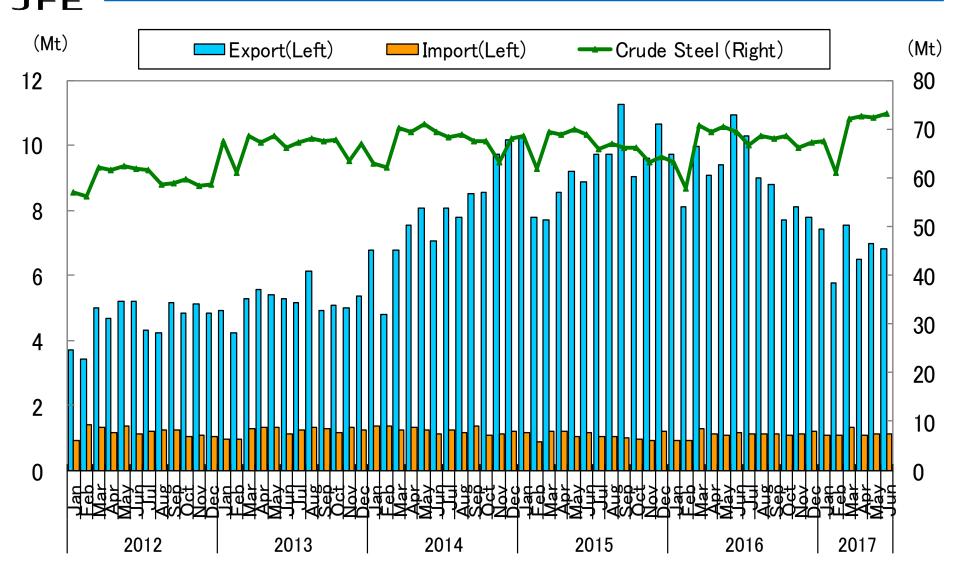
- ➤ Steel demand in China remains robust due to economic stimulus measures. Investment in fixed assets recorded +6.4% and auto production recorded +8.6% on a year-on-year basis from January to May period.
- Steel market in China has been maintaining an upward trend since Apr. 2017 due to robust steel demand in China and shutdown of illegal substandard steel mills.





Overseas Market Environment

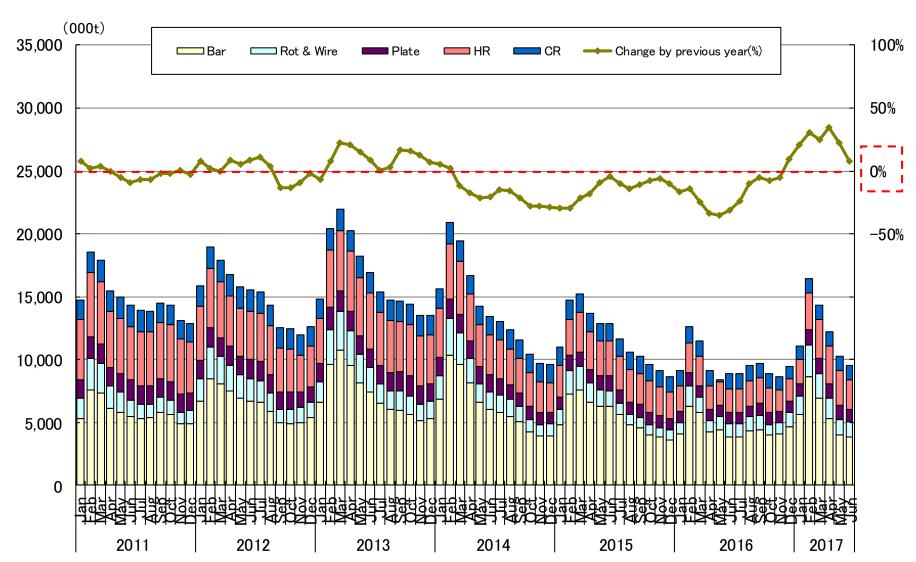
Crude Steel & Im/Export, China





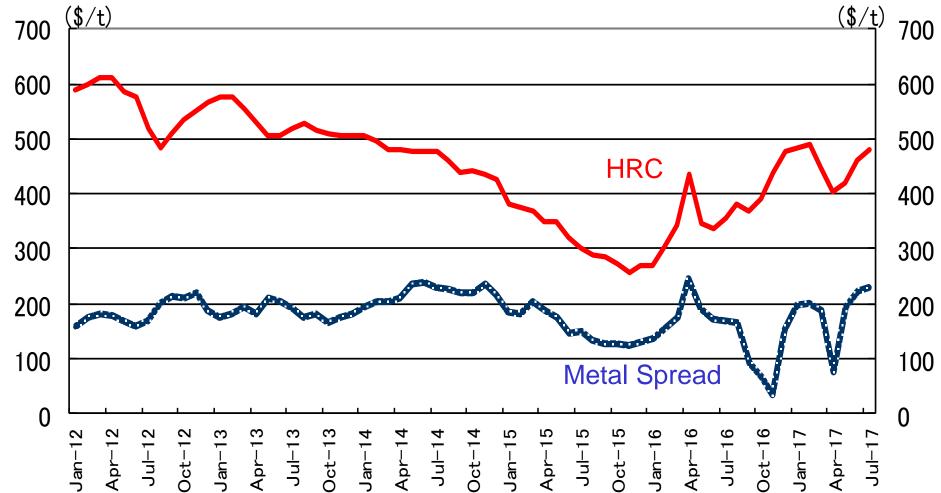
Overseas Market Environment

Inventories in China by Products









Metal Spread = HRC Price - Raw Materials Cost

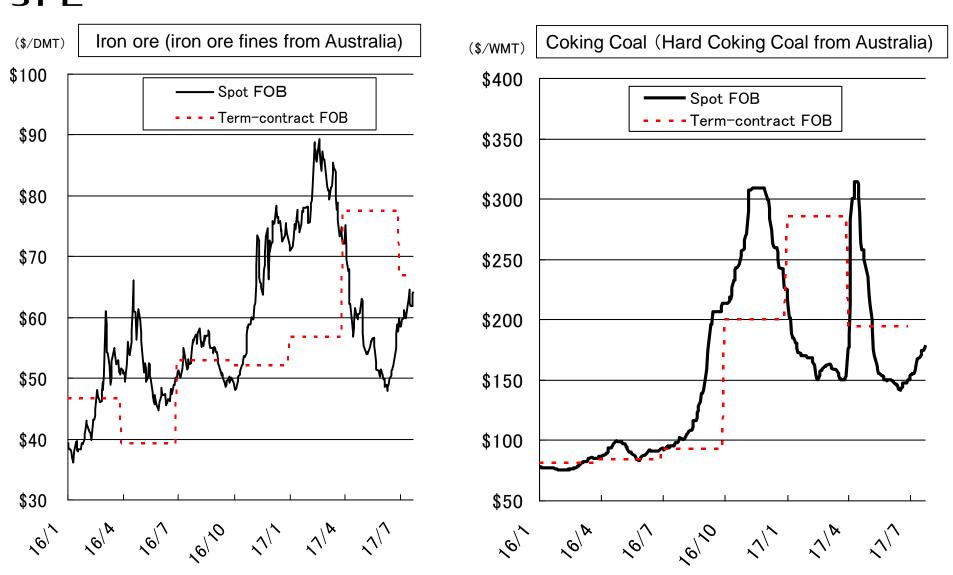
*HRC Price: Chinese Spot basis

Raw Materials Cost: Calculated from market price of Iron Ore and Hard Coking Coal



Raw Materials

Raw Materials Price





Financial Forecasts for FY2017 of JFE Steel

		FY2016		FY2017			
		Full year	1Q	2Q	1H	2H	Full year
		Actual	Actual	Forecast	Forecast	Forecast	Forecast
Net Sales	Billion Yen	2,349.1	636.4	663.6	1,300.0		
Ordinary Income [ROS]	Billion yen [%]	40.5 [1.7%]	48.6 [7.6%]	36.4 [5.5%]	85.0 [6.5%]	65.0	150.0

Crude Steel (Standalone)	Mt	28.14	7.12	Approx. 7.4 0	Approx.14.50	Approx. 14.50	Approx. 29.00
Crude Steel (Consolidated)	Mt	30.41	7.53	Approx. 7.80	Approx.15.30		
Shipment (Standalone)	Mt	25.70	6.14	Approx. 6.60	Approx.12.80		
Export Ratio (Standalone)	%	44.0	42.1	Approx. 45	Approx. 44		
Average Sales Price (Standalone)	000 yen/t	62.8	74.4	Approx. 74	Approx. 74		
Exchange rate	¥/\$	108.8	111.5	Approx. 111	Approx. 111	Approx. 110	



12.2 Billion Yen decrease in JFE Steel's Ordinary Income (FY17 1Q (Actual) vs. FY17 2Q (Forecast))

	FY.	2017(Foreca	st)
JFE Steel	1Q	2Q	1H
Ordinary Income	48.6	36.4	85.0

(billion yen) Change 1Q→2Q

JFE Steel

- Volume and Mix
- **+** 5.0
- Sales and Raw materials + 20.0
- **21.0** Inventory valuation
- **Others 16.2** □
- Increase in depreciation cost through strengthening the manufacturing base
- Decrease in dividends received etc.

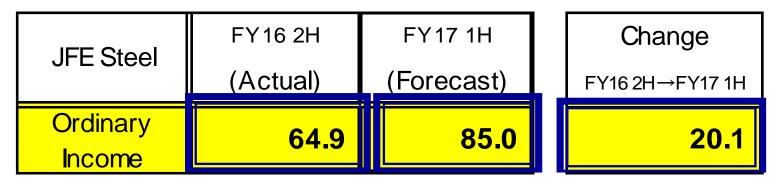
TOTAL 12.2



20.1 Billion Yen increase in JFE Steel's Ordinary Income (FY16 2H (Actual) vs. FY17 1H (Forecast))

(billion yen)

JFE Steel



- Cost reductions + 15.0
- Volume and Mix + 5.0
- Sales and Raw materials + 70.0
- Inventory valuation 71.0
- Impact of change in depreciation method + 11.0
- Increase of sub raw materials cost including ferro-alloy
- Increase in depreciation cost through strengthening the manufacturing base etc.

TOTAL + 20.1



20.0 Billion Yen decrease in JFE Steel's Ordinary Income (FY17 1H (Forecast) vs. 2H (Forecast))

 JFE Steel
 FY2017 (Forecast)

 1H
 2H
 Total

 Ordinary Income
 85.0
 65.0
 150.0

(billion yen)
Change
1H→2H
(20.0)

JFE Steel

- Cost reductions
 - Volume and Mix
- Sales and Raw materials
- Inventory valuation
- Others

- + 10.0
- ± 0.0
- l 10.0
- **20.0**
 - **20.0** □
- Decrease in dividends received
- Increase in depreciation cost through strengthening the manufacturing base etc.

TOTAL

- 20.0



109.5 Billion Yen increase in JFE Steel's Ordinary Income



FY16 FY17 Change JFE Steel (Actual) (Forecast) FY16→FY17 **Ordinary** 40.5 150.0 109.5 Income

- Cost reductions
- Volume and Mix
- Sales and Raw materials
- Inventory valuation
- Impact of change in depreciation method + 28.0
- **Others 45.5** □

- 45.0
- 15.0
- 105.0
 - 38.0
- Increase of sub raw materials cost including ferro-alloy

(billion yen)

 Increase in depreciation cost through strengthening the manufacturing base etc.

TOTAL

109.5

JFE Steel



JFE Engineering Financial Forecasts for Fiscal Year 2017



Financial Forecasts for FY17 of JFE Engineering

(billion yen)

	FY2016(A)		FY20)17(F)	Change	Change
	1H	Full year	1H	Full year	1H	Full year
Orders	186.9	424.4	240.0		53.1	
Net Sales	175.3	426.1	160.0		(15.3)	
Ordinary Income	7.6	26.6	1.5	25.0	(6.1)	(1.6)

[Change] (FY2016 1H to FY2017 1H)

- Orders: Increase with increase in the large scale orders in the environment and the energy category
- Net Sales: Decrease with decrease in the large scale projects
- Ordinary Income: Decrease with decrease in net sales and change of the project mix



Classification of placed orders

				(billion yen)
Category	FY2016	FY2017	Change	Main Orders (FY2017 1Q)
	1H(A) 1H(F)			
Environment	89.1	107.0	17.9	 Improvement works of the waste incineration plant in Morioka-City Construction of the waste incineration plant in Meguro-Ward
Energy	53.1	77.0	23.9	- Construction of the long distance pipeline
Social Infrastructure etc.	44.7	56.0	11.3	 Foundation work for installing the security facility at the runway Construction of the bridges Reconstruction of the container cranes Install of Ballast water management system, "Ballast Ace", for 3 ships
Total	186.9	240.0	53.1	3



JFE Engineering Receiving order for renovation work of the water purification plant overseas for the first time (announced on June 12, 2017)

Receiving order for renovation work of the largest water purification plant in the Philippines

- To treat much water equivalent to the half amount (approx.
 6 million persons) of people's usage in Metro Manila
- Received order after the conclusion of a competitive bidding without government support (ODA)

(The reason of winning good evaluation at the bidding)

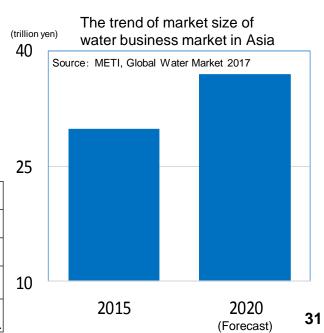
- ✓ The experience of renovation work of the largest scale water purification plant in Japan
- ✓ The experience of the construction of approx. 30 sewage treatment plants in the Philippines



To capture the needs for water and sewage related projects and to expand the business in Asia where the water business market is forecast to expand with progress of urbanization.

Outline of the project

[Outline of the project]						
Location	Quezon City, Metro Manila, Republic of the Philippines					
Amount of order	Approx. 10 billion yen (total)					
Treat amount	1,500 MLD					
Construction period	May 2017 – March 2020					
	Process improvement and structural rehabilitation of sedimentation/filtration basins, construction of new sludge treatment facility, rehabilitation of administration buildings etc.					





JFE Shoji Financial Forecasts for Fiscal Year 2017



Financial Forecasts for FY2017 of JFE Shoji

(billion yen)

	FY20	16(A)	FY20	17(F)	Change	Change
	1H	Full year	1H	Full year	1H	Full year
Net Sales	775.8	1,671.0	905.0		129.2	
Ordinary Income	7.6	21.8	15.0	28.0	7.4	6.2

[Ordinary Income Change] (FY2016 1H to FY2017 1H)

•Increase with sales price increase and improvement of profitability of foreign subsidiaries primarily



Net Sales of JFE Shoji (by Segment)

(billion	FY2016 1H (A)		FY2017 1H (F)		Change		
Domestic Business		416.9		503.9		87.0	
Overseas Business	Export	178.6	289.7	211.7	362.1	33.1	72.4
	Foreign Operation	111.1	209.7	150.4		39.3	
Raw Materials, Equipment etc.		69.2		39.0		(30.2)	
TOTAL		775.8		905.0		129.2	



JFE Holdings Financial Forecasts for Fiscal Year 2017



Financial Forecasts for Fiscal Year 2017

(billion yen)

						onnon yen)
	FY20	16(A)	FY2017(F)		Change	Change
	1H	Full year	1H	Full year	1H	Full year
Net Sales	1,499.5	3,308.9	1,700.0		200.5	
Operating Income	4.0	96.7	100.0	/	96.0	
Non-operating Income (Expenses)	(14.1)	(12.0)	0.0		14.1	
Ordinary Income (Loss)	(10.1)	84.7	100.0	200.0	110.1	115.3
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Profit (Loss) Attributable to Owners of Parent	(8.4)	67.9	85.0	150.0	93.4	82.1
ROS(*)	(0.7%)	2.6%	5.9%		6.6%	

^{*}Return on Sales: Ordinary Income / Net Sales



Underlying Profit before One-off Effects

(billion yen)

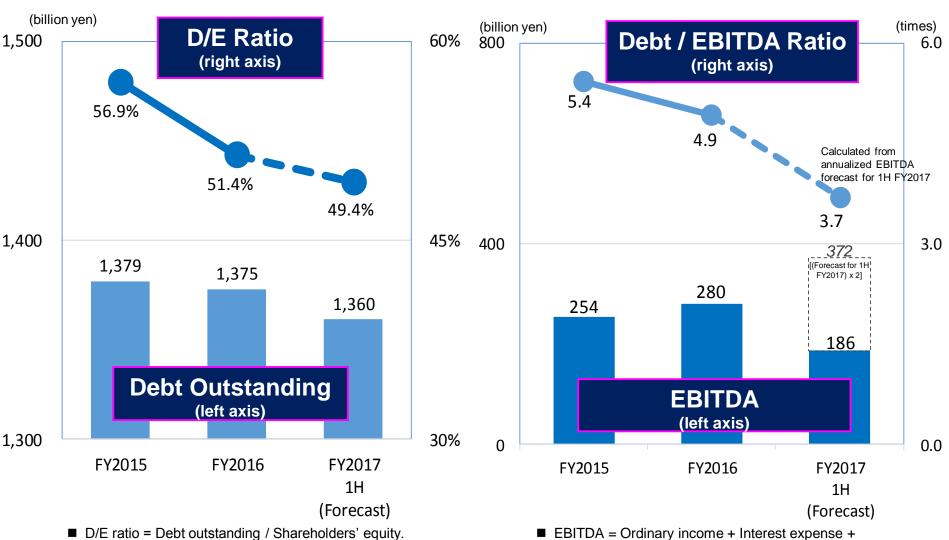
				(billion yen)
	FY2016	1 H	2H	FY2017
	Actual	Estimate	Estimate	Estimate
Net Sales	3,308.9	1,700.0	_	_
Ordinary Income	84.7	100.0	100.0	200.0
ROS(*)	2.6%	5.9%	_	_
One-off Effects	28.0	5.0	(15.0)	(10.0)
Underlying Profit before One-off Effects	56.7	95.0	115.0	210.0
ROS(*)	1.7%	5.6%	_	_

^{*}Return on Sales: Ordinary Income / Net Sales



Debt Outstanding, D/E Ratio, Debt/EBITDA Ratio





Depreciation and Amortization

■ Debt / EBITDA = Debt Outstanding / EBITDA

Debt having a capital component is deemed to be

capital, as assessed by rating agencies.



Dividends



Dividends

JFE Holdings has now decided to pay an interim dividend of 30 yen per share at its Board of Directors.

The company is withholding its decision regarding the year-end dividend to carefully observe performance going forward.



Appendix



Main Financial Data

(Forecast)

											'	i Olecasi)
	FY03	FY07	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16	FY17 (1H)
(bn. Yen)												
Ordinary Income	218.3	502.9	400.5	69.2	165.8	52.9	52.2	173.6	231.0	64.2	84.7	100.0
EBITDA ※1	432.3	741.4	670.8	337.1	428.9	306.3	260.6	368.9	421.5	254.4	279.9	186.0
ROS ※2	8.8%	14.2%	10.2%	2.4%	5.2%	1.7%	1.6%	4.7%	6.0%	1.9%	2.6%	5.9%
ROE ※3	15.9%	17.5%	13.7%	3.3%	4.1%	-2.6%	2.7%	6.3%	7.7%	1.8%	3.7%	9.0%
ROA ¾4	6.5%	13.0%	10.0%	2.2%	4.6%	1.7%	1.6%	4.5%	5.5%	1.7%	2.3%	4.9%
Debt Outstanding	1,837	1,281	1,768	1,468	1,496	1,593	1,596	1,534	1,501	1,379	1,375	1,360
D/E Ratio ※5	246.2%	61.4%	98.9%	75.5%	76.5%	83.5%	76.9%	67.9%	59.0%	56.9%	51.4%	49.4%
Profit attributable to owners of parent (yen/share)	185.8	450.5	355.6	86.3	110.7	-68.7	71.2	177.4	241.6	58.4	117.8	147.4
Dividend (yen/share)	30	120	90	20	35	20	20	40	60	30	30	(E) 30
Pay-out Ratio	16.1%	26.6%	25.3%	23.2%	31.6%	_	28.1%	22.5%	24.8%	51.4%	25.5%	20.4%

^{X1 EBITDA = Ordinary income + Interest expense + Depreciation and Amortization}

^{※2} ROS = Ordinary income / Net sales

X3 ROE (full year) = Profit attributable to owners of parent / Shareholders' equity, ROE (first half) = Profit attributable to owners of parent x 2 / Shareholders' equity

^{※4} ROA (full year) = Ordinary income before interest expense / Total assets (average), ROA (first half) = Ordinary income before interest expense x 2 / Total assets (average)

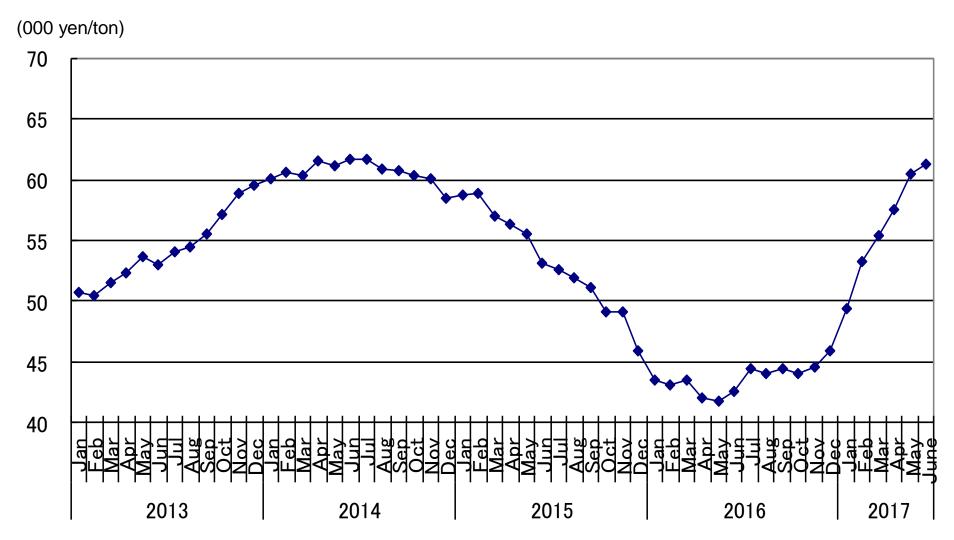
^{%5} D/E ratio = Debt outstanding / Shareholders' equity. Debt having a capital component is deemed to be capital, as assessed by rating agencies.

^{*}Debt having a capital component (subordinated borrowings) Amount Assessment of Amount Deemed Borrowing Execution Date **Equity Content** to be Capital Borrowed March 18, 2013 300.0 billion yen 75% 225.0 billion yer June 30, 2016 200.0 billion yen 25% 50.0 billion yer



Domestic Market Environment

Price Trend of Import Steel

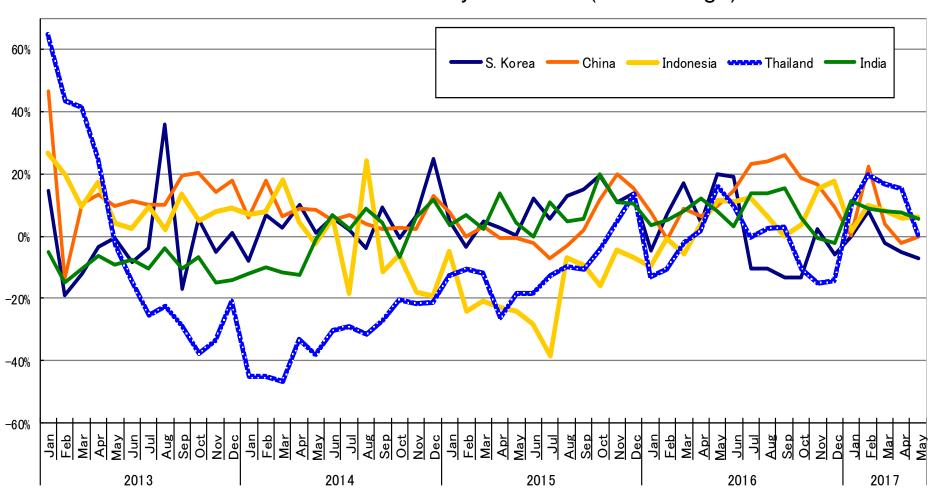


Data: Japanese Steel Association Import Steel from S. Korea



Auto Sales in Key Countries

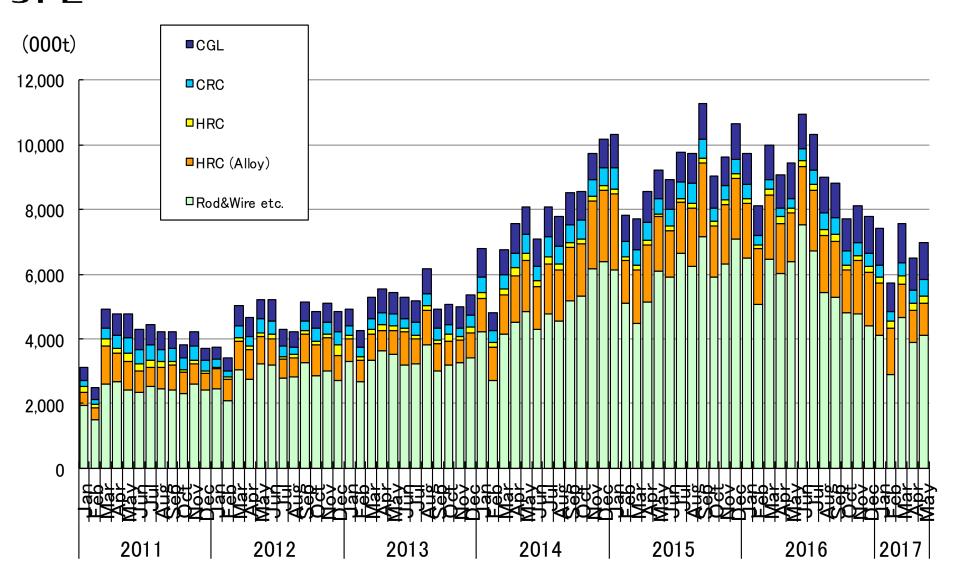
Automobile Sales in Key Countries (YoY Change)





Overseas Market Environment

Exports from China by Products

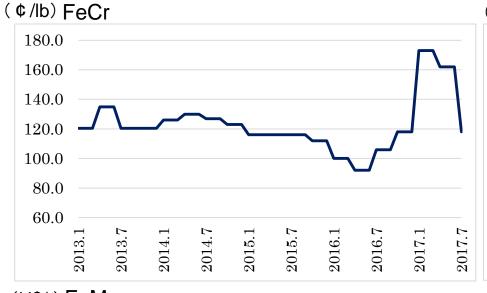


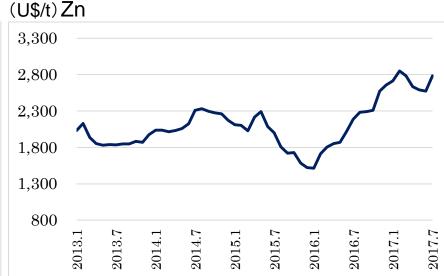


Raw Materials

Trend of Metals' Market Price

JFE





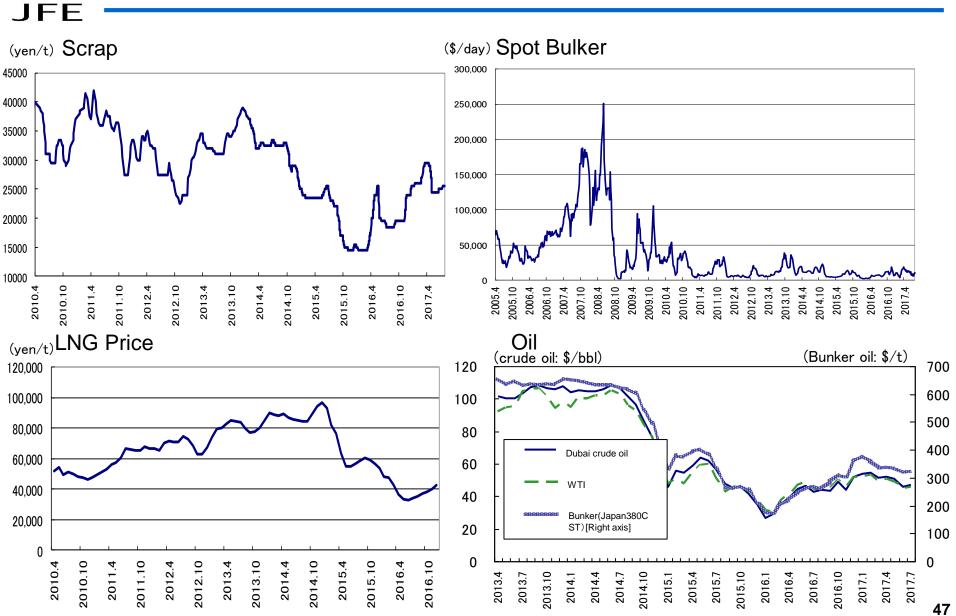






Raw Materials

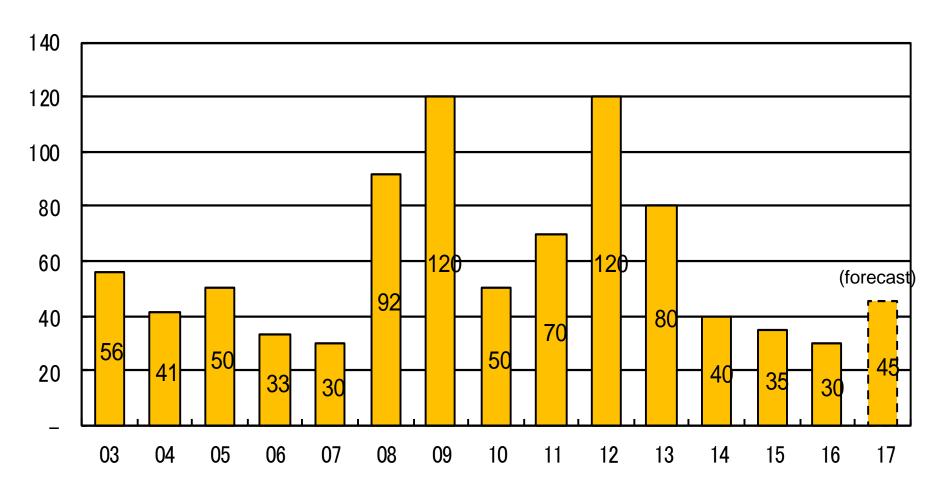
Trend of Market Price





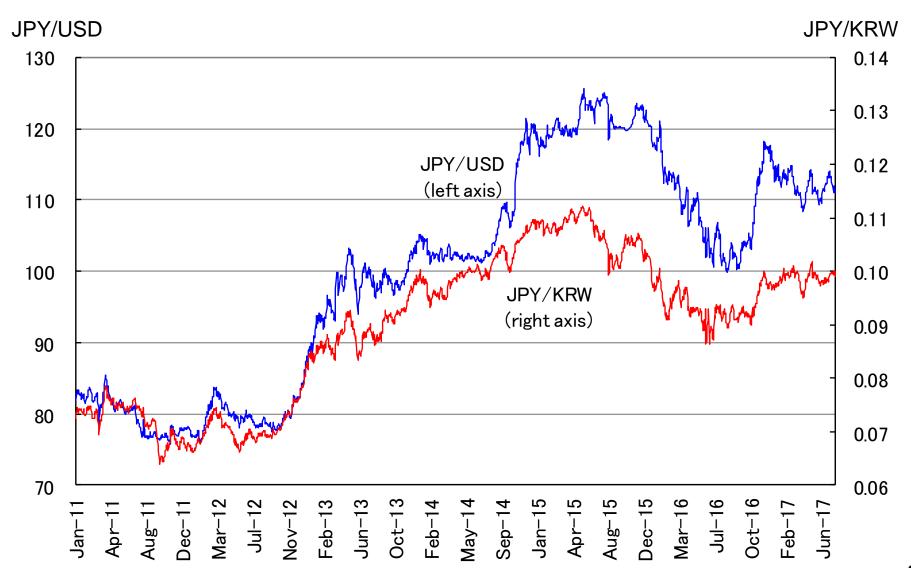
Cost Reductions (Steel Business)

(billion yen)





Trend of exchange rate (against USD,KRW)





68.9 billion Yen increase in JFE Steel's Ordinary Income (FY16 1Q vs. FY17 1Q)

(billion yen)

JFE Steel

JFE Steel	FY16	FY16	FY16	FY16	FY17	Chan
or L Oteer	1Q	2Q	3Q	4Q	1Q	1Q→1
Ordinary Income	(20.3)	(4.1)	38.0	26.9	48.6	68

Change				
1Q→1Q				
68.9				

Cost reductions

9.0

Volume and Mix

8.0

Sales and Raw materials

11.0

Inventory valuation

- 54.0
- Impact of change in depreciation method 4.2
- **Others**

4.7

TOTAL

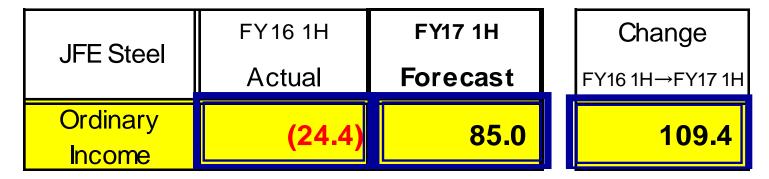
68.9



109.4 billion Yen increase in JFE Steel's Ordinary Income (FY16 1H (Actual) vs. FY17 1H (Forecast))

(billion yen)

JFE Steel



- Cost reductions
- Volume and Mix
- Sales and Raw materials
- Inventory valuation
- Impact of change in depreciation method + 11.0
- Others

TOTAL

+ 109.4

20.0

15.0

15.0

53.0

4.6



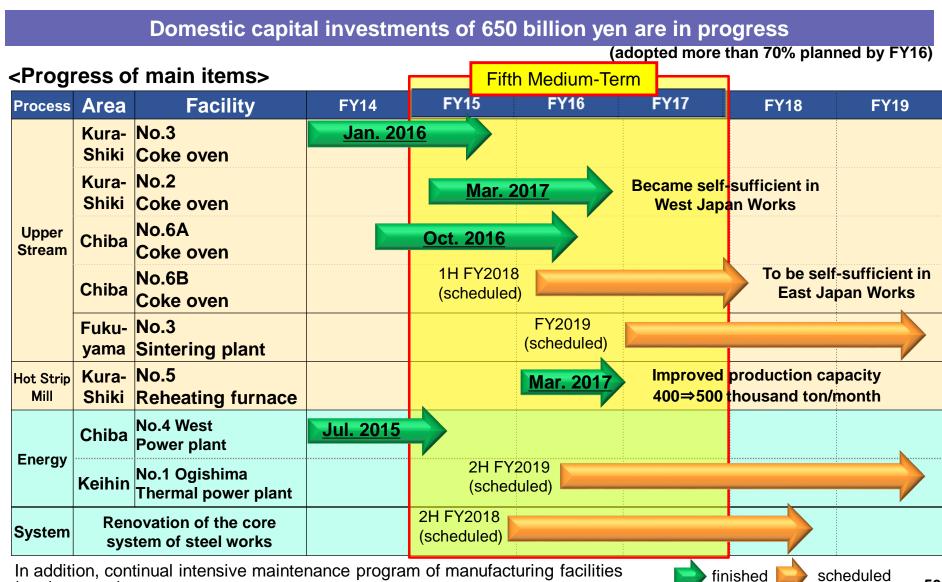
Progress of Fifth Medium-Term Business Plan

53



has been underway.

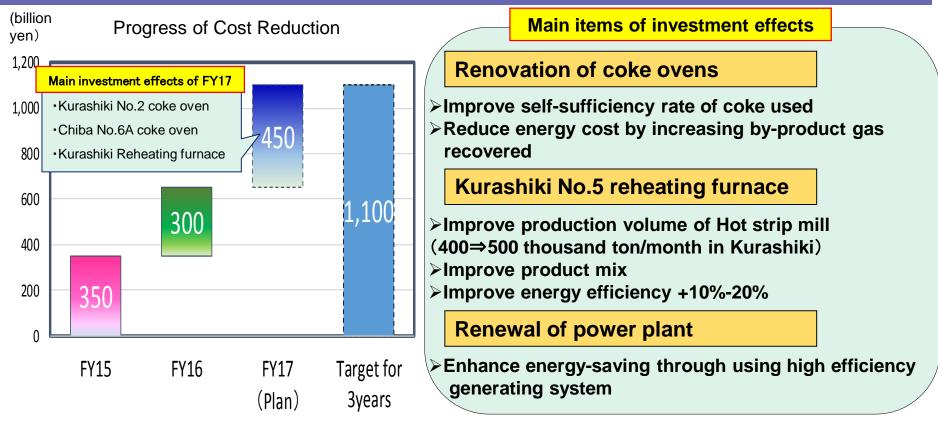
Progress of Strengthening Domestic Manufacturing Base





Progress of Cost Reduction





[New Fukuyama No.3 sintering plant] To be operational in FY2019 (scheduled) announced on march 30, 2017

- ◆ Cost reduction by enhancing the sintering plant capacity (more than +30% production volume as compared ➤To exclude pellet purchasing from outside
 - ➤To reduce coke used through stable operation of blast furnace by expanding use of sinter



Progress of Overseas Business

- -Strengthen business in prioritized field especially in auto sector
- -Pursue growth investment from a middle- & long-term perspective

-Pursue growth investment from a middle- & long-term perspective								
Prioritized		Asia						
Business Field	China	Southeast Asia Southwest Asia		NAFTA	MENA			
Automobiles Adopt for global procurement	•GJSS(CGL) •JJP (automotive pipe) •BJCMX (Iron powder)	JSGT (Thailand CGL) JSGI (Indonesia CGL)	-JSW (India)	·NJSM (Mexico CGL) ·AK Steel (USA)	 Held ground-breaking ceremony in June 2017 To start operation in FY2019 			
Energy Localization in demand region	-BHNK	JFE-TC Steel"	n "Baowu rt operation 018	·CSI(USA) ·Benoit (USA)	•AL GHARBIA (UAE Linepipe)			
	No.1 blast furnace	Vietnam • J-Spiral (Steel pipe • A&J (Building mate • GECOSS VN (Lease of steel for	rial processing		·Kandil (Egypt CRM CGL)			
	started operation in May 2017	•Formosa Ha Tinh Steel (FHS)		Prioritized regi	1 1			

