

# Arab-Japan Strategic Partnership

## New role of Engineering Company

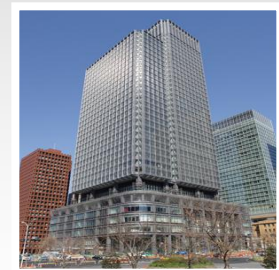
### Toyo Engineering Corporation

- Established : May 1, 1961
- Net Sales (Y2009) : US\$1.87 Billion
- Backlog of Contracts (Y2009) : US\$1.81 Billion
- Number of Employees : 2,650 (including 1,150 Domestic Groups)  
Global 6,800
- Main Activities : Integrated Engineering, Basic Plan, EPC, O&M
- Field of Activities : Hydrocarbon value chain  
Infrastructure

Toyo Engineering Corporation, started its carrier as specialist in petrochemical field, expended as the total solution provider in both hydrocarbon and non-hydrocarbon field worldwide.



President and CEO  
Yutaka Yamada



# 1. Arab States from Business Viewpoints

- Diversity
  - Economic structure
  - Social structure and background
- Complexity of geopolitical risk
- Global supply-source of energy and finance
- Trade and logistic hub
- Growing population
- Developing new industries and infrastructure

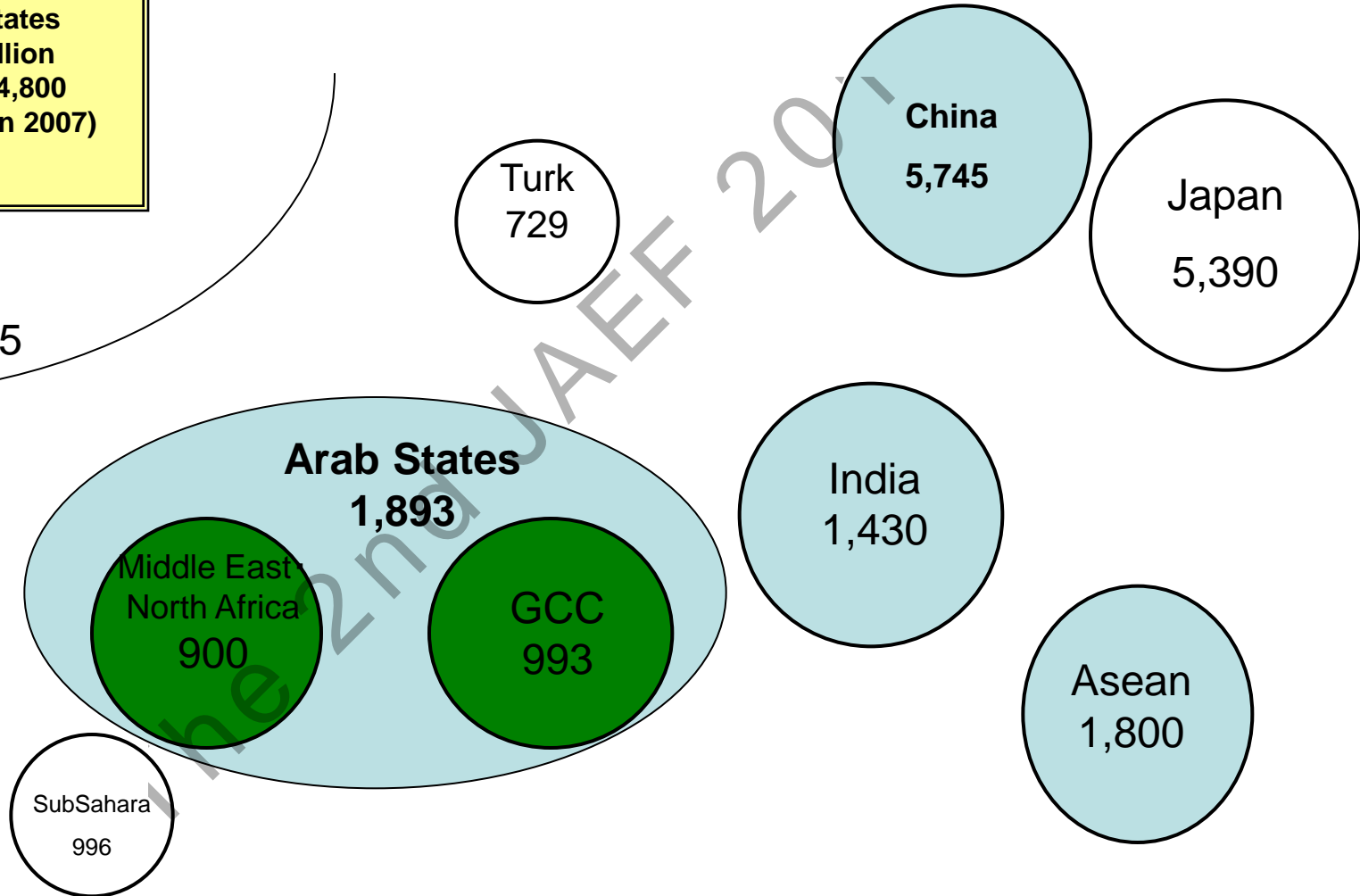
➔ **Newly emerging market**

# Linkage of newly emerging market

Arab, traditionally trade & logistical hub.

Leagues of Arab States  
Population : 340million  
GDP per capita : \$4,800  
(estimated in 2007)  
22 members

EU  
12,045



Nominal GDP (billion \$: 2010 estimation)  
Source : IMF

 Newly emerging market

# **Rapid Growth of Population**

— *An employment is a key policy target* —

Unit: 10,000

Country/ Region	1980	2009	Comparison 2009/1980	Unemployment (%) -2009-
Saudi Arabia	960	2,492	2.6	10.46
UAE	101	449	4.4	4.91
(GCC total	1,364	3,635	2.7)	----
Iraq	1,300	2,927	2.3	31.23
Egypt	4,374	7,357	1.7	76.7
Tunisia	639	1,044	1.6	13.3

Source: UN, IMF

# Changing flow of global finance

(\$billion)

Year	2007	2008	2009	2010
USA	-718	-669	-378	-467
China	372	436	297	270
Japan	211	157	142	160
Arab	239	317	41	83
(GCC)	183	254	75	101
Oil price	73	99	62	78

Note:

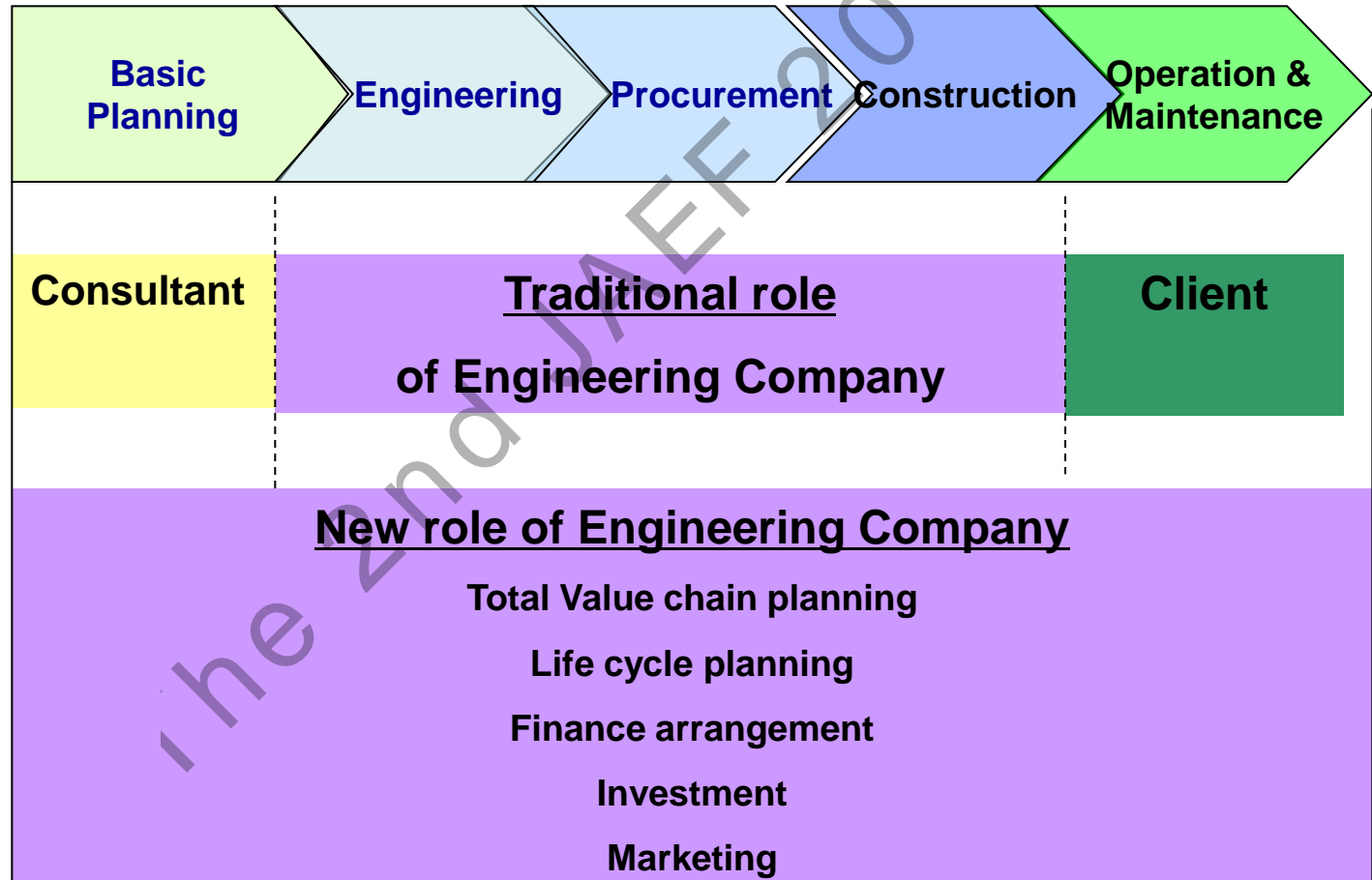
1. Source IMF
2. 2009 & 2010 estimated, oil price 2010 is January/March
3. unit billion USD except oil price U\$/bbl

# **Challenge of Arab States**

- Expansion of Industrial base
  - From agriculture to agri-industry
  - From energy development to downstream industries
  - More extensive service business
  - To expand FDI and intra regional investments
- Step-up roles of hub and linkage connecting emerging markets
- Education and training in business and technology for new industrialization
- Environment friendly industry and infrastructure build-up

# 2. New Roll of Engineering Company

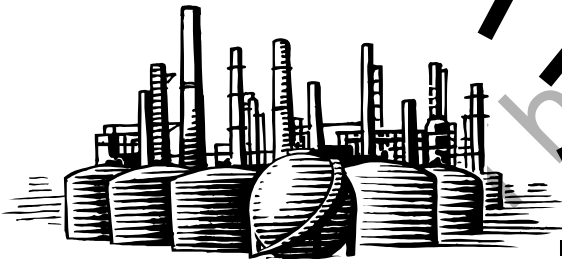
Integrated services from planning to operation & maintenance.



# Our expertise for expansion of industry base

Oil/Gas

Exploration



Oil Refinery/  
Gas Processing

Fertilizer  
Toyo's license

LPG/LNG

Petrochemical

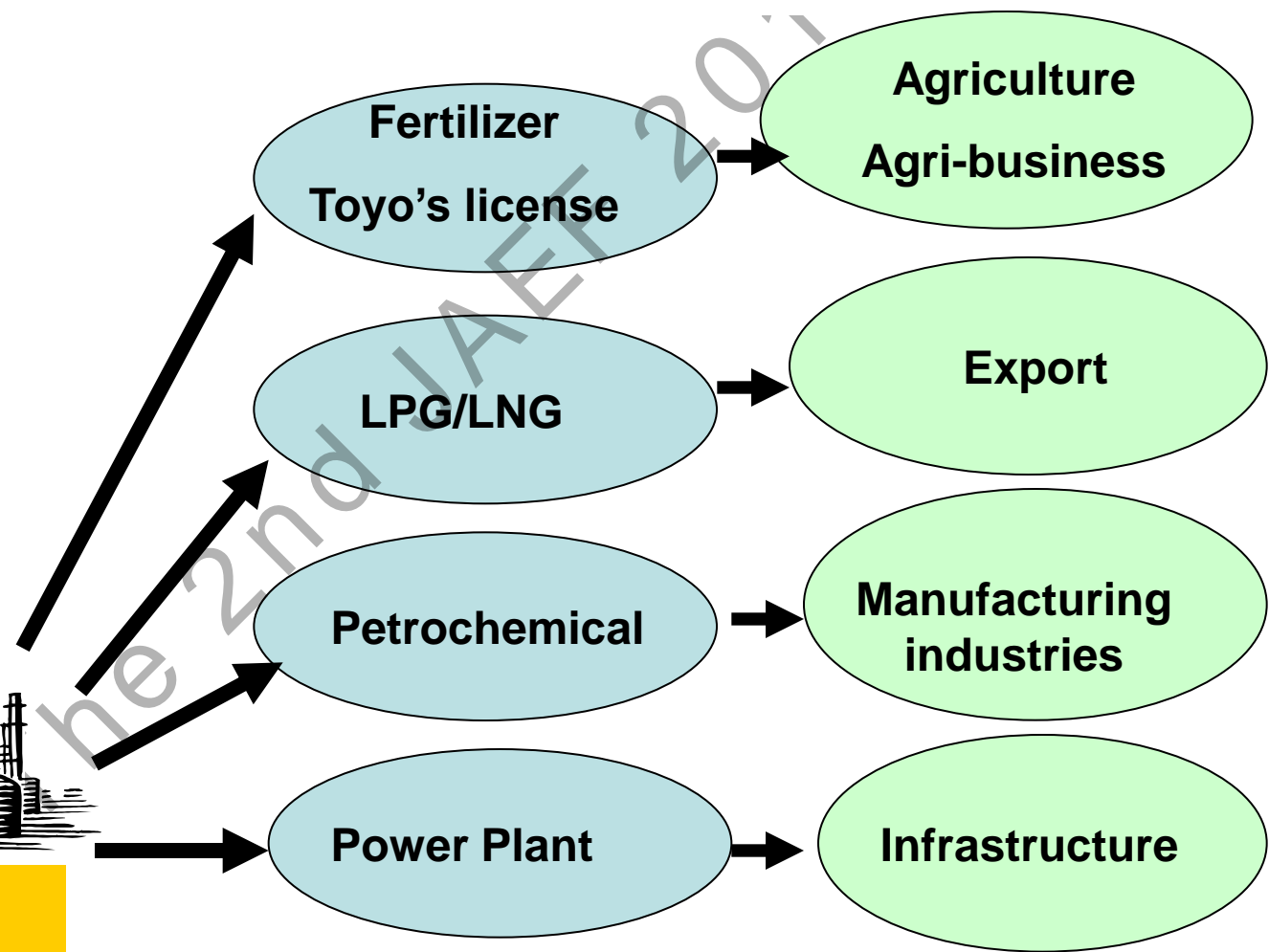
Power Plant

Agriculture  
Agri-business

Export

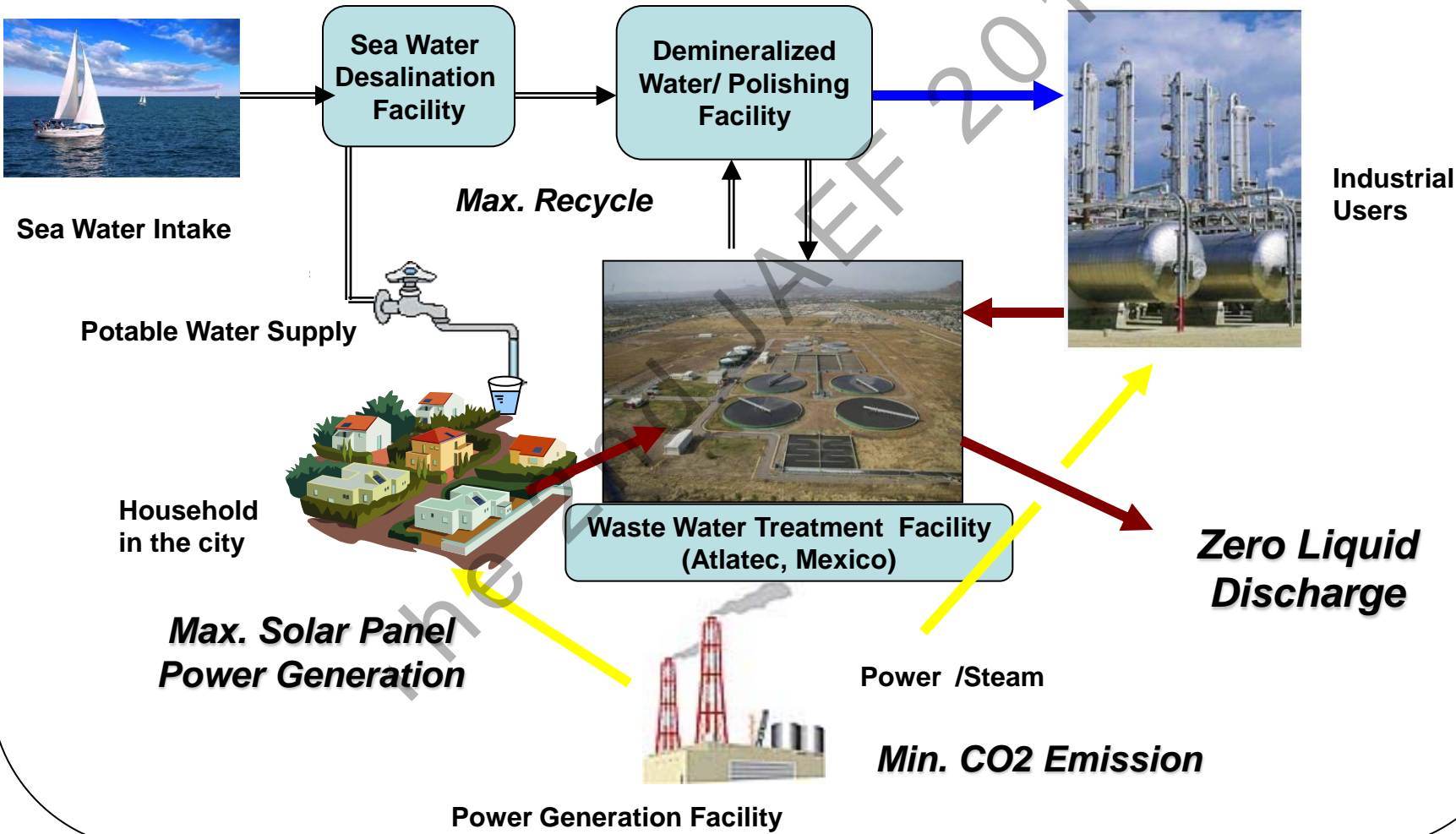
Manufacturing  
industries

Infrastructure





# Environment friendly technology Infrastructure to support core project



# Arab-Japan Partnership

1. **Technical partner for industry/infrastructure/environment development and project building**
2. **Technical education/training assistance through project implementation under financial support of Japanese Government**
3. **Collaboration for Arab-Japan joint investments to Asia**

