

Supplemental Information for the 3rd Quarter of FY 2016

(1) Orders, Sales and Operating Income (9 months)

(Unit: JPY billion)

	3Q-FY2015				3Q-FY2016			
	Orders	Net sales	Operating income	Operating income margin	Orders	Net sales	Operating income	Operating income margin
Machinery components	79.9	80.2	6.3	7.9%	74.1	73.7	6.8	9.2%
Plastic machinery	70.4	69.2	/	/	62.3	58.6	/	/
Advanced precision machinery	45.5	45.6	/	/	45.7	47.0	/	/
Precision machinery	115.9	114.8	15.3	13.3%	108.0	105.6	10.6	10.0%
Hydraulic excavators	104.2	100.9	/	/	94.4	97.1	/	/
Mobile cranes	36.9	40.5	/	/	30.1	30.6	/	/
Construction machinery	141.1	141.5	2.2	1.5%	124.5	127.7	0.4	0.3%
Industrial machinery	69.3	58.3	5.5	9.4%	63.5	71.6	7.1	9.9%
Ships	19.9	19.4	(0.0)	(0.1%)	22.5	24.1	0.8	3.5%
Environmental facilities & plants	79.8	68.5	0.5	0.7%	101.0	69.8	4.4	6.3%
Others	6.2	7.8	1.1	14.2%	6.1	5.7	1.6	27.5%
Total	512.1	490.4	30.9	6.3%	499.7	478.2	31.7	6.6%

(2) Sales by Regional Segment (9 months)

(Unit: JPY billion)

		North America	Europe	Asia (Excluding China)	China	Others	Ships	Japan	Total Sales
Total	3Q-FY2016	77.7	39.1	50.6	35.4	16.7	23.1	235.6	478.2
	Sales ratio	16.2%	8.2%	10.6%	7.4%	3.5%	4.8%	49.3%	100%
	3Q-FY2015	87.3	45.5	54.2	38.3	19.7	18.5	226.9	490.4
	Sales ratio	17.8%	9.3%	11.0%	7.8%	4.0%	3.8%	46.3%	100%
Hydraulic Excavators	3Q-FY2016	20.8	9.5	9.4	12.4	6.6	/	38.4	97.1
	Sales ratio	21.4%	9.8%	9.7%	12.7%	6.8%	/	39.5%	100%
	3Q-FY2015	20.1	14.2	10.3	9.1	7.1	/	40.2	100.9
	Sales ratio	19.9%	14.1%	10.2%	9.0%	7.0%	/	39.8%	100%