## Sumitomo Heavy Industries, Ltd.

3Q CONSOLIDATED FINANCIAL REPORT
for the Nine-Month Period from April1 to December 31, 2005

Note: All financial information has been prepared in accordance with generally accepted accounting principles in Japan. This document has been translated from the Japanese original as a guide to non-Japanese investors and contains forward-looking statements that are based on managements' estimates, assumptions and projections at the time of publication. A number of factors could cause actual results to differ materially from expectations. Amounts shown in this financial statement have been rounded down to the nearest million yen.

## SUMMARY OF CONSOLIDATED FINANCIAL STATEMENTS

Third Quarter of the Financial Year ending March 31, 2006
Presented January 31, 2006

Sumitomo Heavy Industries, Ltd.

| Listed Exchanges | Tokyo Stock Exchange, Osaka Securities Exchange |
| :--- | :--- |
| Stock Code | 6302 |
| Head Office | Tokyo |
| President | Yoshio Hinoh |
| URL | www.shi.co.jp |
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## 1. Matters related to preparation of quarterly financial information

(1) Adoption of simple accounting treatment methods

Based on standards for preparation of interim term consolidated financial statements, the Company uses fixed simple procedures to the extent that they do not cause substantial errors in the judgment of investors and other interested persons.
(2) Changes in accounting treatment methods since the most recent consolidated accounting period
a) Of construction not transferred over, in regard to those seen at the end of the period as having a high probability of generating large losses and the amount of such losses can be rationally estimated, the method of posting has been changed to allowances for estimated losses on construction orders in the following period.
b) Retirement bonuses for officers of some domestic consolidated subsidiaries have heretofore been posted upon departure. But in this third quarter the retirement bonus system has been abolished and the decision made to pay their equivalent as the value of work performed during the period of employment. With the objective of greater allaround financial soundness, the method has been changed to posting of the relevant amounts as officer retirement bonus allowances.
(3) Changes in the scope of consolidation and application of equity method:

| Consolidated subsidiaries: | New | 1 | Removed | 2 |
| :--- | :--- | :--- | :--- | :--- |
| Equity method: | New | -- | Removed | -- |

## 2. FY 2005 3Q Consolidated Results (April 1, 2005 to December 31, 2005)

(1) Business Results
(Units: millions of yen)

|  | Nine Months <br> (Units: millions of yen) |  |  |  |  |
| :--- | :--- | :--- | :--- | ---: | ---: |
|  | Previous Nine Months |  | Previous Full Term |  |  |
|  | April 1 to Dec. 31, 2005 | April 1 to Dec. 31, 2004 | April 1, 2004 <br> to March 31, 2005 |  |  |
|  |  | $\%$ change |  | $\%$ change |  |
| Net Sales | 368,782 | 5.9 | 348,285 | -- | 521,310 |
| Operating Income | 28,769 | $(3.5)$ | 29,805 | -- | 48,773 |
| Ordinary Income | 28,758 | $(3.7)$ | 29,856 | -- | 47,853 |
| Net Income | 18,487 | 17.9 | 15,684 | -- | 22,792 |
| Net Income per Share (yen) | 30.74 | 26.06 | 37.80 |  |  |
| Fully Diluted Net Income per Share | -- | -- | -- |  |  |

*Note: Percentages for net sales, operating income, ordinary income and net income represent year-on -year changes.
(2) Financial Position

|  | End of Third Quarter <br> As of Dec. 31, 2005 | (Units: millions of yen) |  |
| :---: | :---: | :---: | :---: |
|  |  | End of Previous Third Quarter | End of Previous Full Year |
|  |  | As of Dec. 31, 2004 | As of March 31, 2005 |
| Total Assets | 565,984 | 566,648 | 569,771 |
| Shareholders' Equity | 155,074 | 130,948 | 137,156 |
| Equity Ratio (\%) | 27.4 | 23.1 | 24.1 |
| Shareholders' Equity per Share (yen) | 257.90 | 217.62 | 227.90 |

## 3. FY 2005 Consolidated Forecasts (April 1, 2005 to March 31, 2006)

(Units: millions of yen)

|  | Full Year |
| :--- | :---: |
|  | April 1, 2005 to March 31, 2006 |
| Net Sales | 540,000 |
| Ordinary Income | 41,000 |
| Net Income | 23,500 |

*Note: (1) Projected net income per share for FY2005 (ending March 31, 2006): $\qquad$

## Consolidated Forecasts for the Full Year

There is no change in the forecasts announced November 10, 2005
*Note: Forecasts of future operating results represent the Company's rational judgment based on information available as of the release date. Consequently, actual results may differ from the forecasts because of changes in various factors, such as variations in the economic environment of the principal markets and product demand, currency exchange rate variations and domestic and overseas regulation.

## Sumitomo Heavy Industries, Ltd.

## Consolidated Business Results

Japan's economy in the third quarter was characterized by recovery, including increases in personal consumption and progress in inventory reduction in digital home appliance-related industries, as well as good growth in private sector capital investment. Overseas, there were such causes for concern as crude oil price rises halting at high levels and financial tightening in China, but broadly strong trends were seen.

In this environment, the new "Leap to Excellence '07" medium term management plan that started in the current term saw implementation of various management policies that resulted in overall orders being secured at 431.1 billion yen, close to the year-earlier level. Orders declined year-on-year for ships, steel structures and Other Specialized equipment, but rose in the industrial machinery and construction machinery divisions. Other than the environment and plant segment, sales were higher for all segments and gained by 6\% year-on-year to 368.8 billion yen.

Regarding profit \& loss, the third quarter had no high margin large real estate sale like those posted a year ago, so operating income declined by $3 \%$ to 28.8 billion yen and ordinary income declined by $4 \%$ to 28.8 billion yen. But extraordinary gain/loss turned for the better, resulting in a quarterly net income of 18.5 billion yen, a year-on-year increase of 18\%.

Results for each segment are as follows.

## Mass Produced Machinery

At 159.3 billion yen, orders were about the same year-on-year, while sales rose by $3 \%$ to 153.0 billion yen and operating income declined by $15 \%$ to 19.2 billion yen. The power transmission machinery business maintained good results on strong domestic and overseas capital investment. In the plastic processing machinery business good growth was seen domestically centering on the automotive industry, but overseas-destined disk specialized machinery declined. The precision control machinery and component business saw satisfactory increases in ultralow temperature freezers and others.

## Environmental Protection Facilities, Plants, and Others

Although the energy plant field saw increases, a decline in public works sent orders down by $3 \%$ to 63.4 billion yen. In the same period a year ago, the real estate segment was higher due to partial sale of Tanashi Works land, a factor absent in the quarter under review, so sales, at 48.2 billion yen, were about the same year-on-year while operating income fell by $66 \%$ to 700 million yen.

## Ship, Steel Structure and Other Specialized Equipment

The fall-off in public works impacted orders in the steel structure and other specialized equipment business, while shipbuilding orders declined by two bottoms to six. Overall segment orders thus fell by $18 \%$ to 57.7 billion yen. Shipbuilding sales were unchanged year-on-year, but those of steel structures and Other Specialized equipment gained on increases in overseas-centered reactive containers, sending segment sales up by $9 \%$ to 37.6 billion yen. Higher raw materials prices resulted in an operating loss of 1.3 billion yen, a deterioration of 200 million yen.

## Industrial Machinery

Orders were 53.6 billion yen, a year-on-year increase of $17 \%$, with sales of 39.9 billion yen, a year-on-year increase of $12 \%$ and operating income of 4.1 billion yen, a year-on-year increase of $63 \%$. As in the interim term, forging presses and conveyor machinery both benefited from ongoing active domestic-centered capital investment. Overseas-bound turbines and pumps maintained strength.

## Construction Machinery

The hydraulic shovel business continued to fare well domestically and overseas, with orders and sales both higher year-on-year. The same was true of mobile cranes, supported by strong North American markets. Overall segment orders were 97.1 billion yen, a year-on-year increase of $16 \%$, with sales of 90 billion yen, a year-on-year increase of $11 \%$ and operating income of 6 billion yen, a year-on-year increase of $62 \%$.

## Consolidated Financial Position

Relative to the end of the previous period, total assets declined by 3.8 billion yen to 566 billion yen. Although inventory assets rose by 26.3 billion, falloffs of 15.6 billion yen were seen in cash and deposits and 19.4 billion yen in notes and accounts receivable. On the same comparison, the balance of interest bearing debt shrank by 28.6 billion yen to 140.7 billion, with a ratio to total assets of $24.9 \%$, representing a 4.8-point improvement. The good earnings resulted in shareholders equity of 155.1 billion and a 3.3-point improvement in the equity capital ratio, to 27.4\%.

## I. Quarterly Consolidated Income Statements (Summary)

| (Units: Millions of Yen) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Nine Months |  | Previous Nine Months April 1, 2004 to ecember 31, 2004 |  | Change <br> Amount | Previous <br> Fiscal Year April 1, 2004 to March 31, 2005 |  |
|  | Amount | \% | Amount | \% |  | Amount | \% |
| Net sales | 368,782 | 100.0 | 348,285 | 100.0 | 20,497 | 521,310 | 100.0 |
| Cost of goods sold | 289,451 | 78.5 | 269,462 | 77.4 | 19,989 | 407,512 | 78.2 |
| Gross profit | 79,330 | 21.5 | 78,823 | 22.6 | 508 | 113,798 | 21.8 |
| Selling, general \& administrative expenses | 50,562 |  | 49,017 |  | 1,544 | 65,025 |  |
| Operating income | 28,769 | 7.8 | 29,805 | 8.6 | $(1,037)$ | 48,773 | 9.4 |
| Non-operating Income: |  |  |  |  |  |  |  |
| Interest income | 366 |  | 368 |  | (1) | 461 |  |
| Other | 4,726 |  | 5,046 |  | (319) | 7,442 |  |
| Total Non-operating income | 5,093 |  | 5,413 |  | (321) | 7,903 |  |
| Non-operating Expenses: |  |  |  |  |  |  |  |
| Interest expenses | 1,820 |  | 2,359 |  | (539) | 2,995 |  |
| Other | 3,283 |  | 3,004 |  | 279 | 5,828 |  |
| Total Non-operating expenses | 5,103 |  | 5,363 |  | (260) | 8,823 |  |
| Non-operating income/loss | (10) |  | 50 |  | (61) | (920) |  |
| Ordinary income | 28,758 | 7.8 | 29,856 | 8.6 | $(1,097)$ | 47,853 | 9.2 |
| Extraordinary gains | 701 |  | 4,179 |  | $(3,478)$ | 4,597 |  |
| Extraordinary losses | 1,255 |  | 7,937 |  | $(6,682)$ | 13,862 |  |
| Income before tax and adjustments | 28,205 | 7.6 | 26,097 | 7.5 | 2,107 | 38,588 | 7.4 |
| Corporate income taxes | 9,416 |  | 10,287 |  | (872) | 15,822 |  |
| Loss (Gain) of minority shareholders | (302) |  | (126) |  | (176) | 26 |  |
| Net income | 18,487 | 5.0 | 15,684 | 4.5 | 2,803 | 22,792 | 4.4 |

Sumitomo Heavy Industries, Itd.

## II. Quarterly Consolidated Balance Sheets (Summary)

|  | (Units: millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
|  | End of Third Quarter | End of Previous Consolidated Fiscal Year | Y/Y change | End of Previous Third Quarter |
|  | As of Dec. 31, 2005 <br> Amount | As of March 31, 2005 <br> Amount | Change | As of Dec. 31, 2004 Amount |
| Assets |  |  |  |  |
| Cash and deposits | 34,007 | 49,636 | $(15,629)$ | 37,747 |
| Notes and account receivable | 132,205 | 151,618 | $(19,413)$ | 126,462 |
| Inventories | 115,128 | 88,859 | 26,269 | 120,413 |
| Other | 26,562 | 27,990 | $(1,427)$ | 30,664 |
| Allowance for doubtful | $(1,632)$ | $(1,937)$ | 305 | $(2,129)$ |
| Current assets | 306,271 | 316,166 | $(9,895)$ | 313,157 |
| Tangible assets | 180,121 | 180,990 | (869) | 184,155 |
| Intangible assets | 4,375 | 3,995 | 380 | 3,705 |
| Investments and other assets | 75,217 | 68,621 | 6,596 | 65,632 |
| Fixed assets | 259,713 | 253,605 | 6,108 | 253,491 |
| Total assets | 565,984 | 569,771 | $(3,787)$ | 566,648 |
| Liabilities |  |  |  |  |
| Notes and accounts payable | 129,893 | 134,439 | $(4,546)$ | 126,955 |
| Short-term debt payable | 26,690 | 44,883 | $(18,194)$ | 49,828 |
| Commercial paper | 20,000 | 11,500 | 8,500 | 15,000 |
| Long-term debt within one year | 40,626 | 52,471 | $(11,846)$ | 46,665 |
| Bond redemption within one year | -- | 1,000 | $(1,000)$ | 4,000 |
| Other | 75,993 | 66,062 | 9,931 | 69,936 |
| Current liabilities | 293,201 | 310,356 | $(17,154)$ | 312,384 |
| Bond | 10,000 | 10,000 | -- | -- |
| Long-term debt due after one year | 43,347 | 49,373 | $(6,026)$ | 65,005 |
| Other | 60,824 | 59,057 | 1,767 | 54,289 |
| Long-term liabilities | 114,171 | 118,430 | $(4,259)$ | 119,294 |
| Total liabilities | 407,372 | 428,786 | $(21,414)$ | 431,678 |
| Minority interests | 3,537 | 3,829 | (292) | 4,022 |
| Stockholders' equity |  |  |  |  |
| Common stock: |  |  |  |  |
| Paid in capital | 30,872 | 30,872 | -- | 30,872 |
| Capital surplus | 16,805 | 16,803 | 3 | 16,802 |
| Retained earnings | 57,403 | 42,677 | 14,726 | 35,555 |
| Revaluation reserve for land | 42,215 | 45,265 | $(3,051)$ | 45,280 |
| Unrealized gains on securities | 9,512 | 4,476 | 5,037 | 4,642 |
| Foreign currency translation adjustments | $(1,293)$ | $(2,741)$ | 1,448 | $(2,041)$ |
| Treasury stock | (439) | (195) | (244) | (161) |
| Total stockholders' equity | 155,074 | 137,156 | 17,918 | 130,948 |
| Liabilities minority interest, and stockholders' equity | 565,984 | 569,771 | $(3,787)$ | 566,648 |

## III. Segment Information

## 1. Segment Information by Business

Current Nine Months (April 1, 2005 to December 31, 2005)

| (Units: millions of y |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Item | A | B | C | D | E | Total | F | Consolidation |
| Net sales |  |  |  |  |  |  |  |  |
| (1) Sales to external customers | 153,016 |  | 37,590 | 39,914 | 90,027 | 368,782 | -- | 368,782 |
| (2) Internal sales between segments or exchanges | 1,444 | 1,920 | 328 | 244 | 44 | 3,981 | 3,981 | -- |
| Total | 154,460 | 50,154 | 37,918 | 40,158 | 90,071 | 372,762 | 3,981 | 368,782 |
| Operating expenses | 135,287 | 49,410 | 39,190 | 36,065 | 84,022 | 343,974 | 3,961 | 340,013 |
| Operating income/loss | 19,174 | 743 | $(1,272)$ | 4,094 | 6,050 | 28,789 | 20 | 28,769 |

Segments:
A: Mass-Produced Machinery
B: Environmental Protection Facilities, Plants \& Others
C: Ship, Steel Structure \& Other Specialized Equipment
D: Industrial Machinery
E: Construction Machinery
F: Cancellation or general
Previous Nine Months (April 1, 2004 to December 31, 2004)

|  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $\square$ <br> Segment Item | A | B | C | D | E | Total | F | Consolidation |
| Net sales |  |  |  |  |  |  |  |  |
| (1) Sales to external customers | 148,622 | 48,586 | 34,560 | 35,691 | 80,825 | 348,285 | -- | 348,285 |
| (2) Internal sales between segments or exchanges | 750 | $1,814$ | $412$ | $258$ | 48 | 3,282 | 3,282 | -- |
| Total | 149,373 | 50,400 | 34,972 | 35,949 | 80,873 | 351,567 | 3,282 | 348,285 |
| Operating expenses | 126,908 | 48,220 | 36,056 | 33,432 | 77,133 | 321,748 | 3,268 | 318,479 |
| Operating income/loss | 22,465 | 2,180 | $(1,084)$ | 2,517 | 3,740 | 29,819 | 14 | 29,805 |

## Segments:

A: Mass-Produced Machinery
B: Environmental Protection Facilities, Plants \& Others
C: Ship, Steel Structure \& Other Specialized Equipment
D: Industrial Machinery
E: Construction Machinery
F: Cancellation or general

Previous Full Year (April 1, 2004 to March 31, 2005)


Segments:
A: Mass-Produced Machinery
B: Environmental Protection Facilities, Plants \& Others
C: Ship, Steel Structure \& Other Specialized Equipment
D: Industrial Machinery
E: Construction Machinery
F: Cancellation or general
Notes:

1. Business segment depends on sales total segment.
2. Main products of each business segment:

| Businesses | Main Products |
| :--- | :--- |
| Mass-Produced Machinery | Power Transmission Equipment, Plastic Injection Molding Machines, <br> Laser Processing Systems, Defense Equipment, Cryogenic <br> Equipment, Precision XY Stages, Cyclotrons for Medical Use |
| Environmental Protection Facilities, <br> Plants \& Others | Water and Sewage Treatment Systems, Industrial Waste Treatment <br> Facilities, Chemical Process Equipment \& Plants, Software, Real <br> Estate |
| Ship, Steel Structure \& Other <br> Specialized Equipment | Ships, Bridge \& Steel Structures |
| Industrial Machinery | Forging Machines, Material Handling Systems, Turbines, Pumps |
| Construction Machinery | Hydraulic Excavators, Mobile Cranes |

## IV. Orders, Sales and Balance of Orders by Segment

| Orders received |  |  |  |  |  | (Units: millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Businesses | April 1, 2005 to December 31, 2005 |  | $\begin{gathered} \text { April 1, } 2004 \text { to } \\ \text { December 31, } 2004 \end{gathered}$ |  | Y/Y Change | April 1, 2004 to March 31, 2005 |  |
|  | Amount | \% | Amount | \% | \% | Amount | \% |
| Mass-Produced Machinery | 159,323 | 37.0 | 158,966 | 37.4 | 0.2 | 213,123 | 38.0 |
| Environmental Protection Facilities, Plants \& Others | 63,376 | 14.7 | 65,655 | 15.5 | (3.5) | 100,343 | 17.9 |
| Ship, Steel Structure \& Other Specialized Equipment | 57,729 | 13.4 | 70,308 | 16.5 | (17.9) | 75,725 | 13.5 |
| Industrial Machinery | 53,580 | 12.4 | 45,880 | 10.8 | 16.8 | 60,012 | 10.7 |
| Construction Machinery | 97,077 | 22.5 | 83,961 | 19.8 | 15.6 | 111,529 | 19.9 |
| Total | 431,085 | 100.0 | 424,771 | 100.0 | 1.5 | 560,731 | 100.0 |

Sales (Units: millions of yen)

| Businesses | April 1, 2005 to December 31, 2005 |  | $\begin{gathered} \text { April 1, } 2004 \text { to } \\ \text { December 31, } 2004 \end{gathered}$ |  | Y/Y Change | April 1, 2004 to March 31, 2005 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | \% | Amount | \% | \% | Amount | \% |
| Mass-Produced Machinery | 153,016 | 41.5 | 148,622 | 42.7 | 3.0 | 205,091 | 39.3 |
| Environmental Protection Facilities, Plants \& Others | 48,234 | 13.1 | 48,586 | 14.0 | (0.7) | 87,937 | 16.9 |
| Ship, Steel Structure \& Other Specialized Equipment | 37,590 | 10.2 | 34,560 | 9.9 | 8.8 | 65,288 | 12.5 |
| Industrial Machinery | 39,914 | 10.8 | 35,691 | 10.2 | 11.8 | 54,008 | 10.4 |
| Construction Machinery | 90,027 | 24.4 | 80,825 | 23.2 | 11.4 | 108,985 | 20.9 |
| Total | 368,782 | 100.0 | 348,285 | 100.0 | 5.9 | 521,310 | 100.0 |

## Balance of Orders received

(Units: millions of yen)

| Businesses | April 1, 2005 to December 31, 2005 |  | April 1, 2004 to March 31, 2005 |  | Y/Y <br> Change <br> \% | April 1, 2004 to December 31, 2004 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Amount | \% | Amount | \% |  | Amount | \% |
| Mass-Produced Machinery | 74,363 | 19.6 | 67,787 | 21.4 | 9.7 | 70,321 | 19.9 |
| Environmental Protection Facilities, Plants \& Others | 87,136 | 23.0 | 71,994 | 22.7 | 21.0 | 76,657 | 21.6 |
| Ship, Steel Structure \& Other Specialized Equipment | 142,786 | 37.6 | 122,648 | 38.7 | 16.4 | 147,959 | 41.8 |
| Industrial Machinery | 56,730 | 14.9 | 43,064 | 13.6 | 31.7 | 47,250 | 13.3 |
| Construction Machinery | 18,557 | 4.9 | 11,507 | 3.6 | 61.3 | 12,099 | 3.4 |
| Total | 379,573 | 100.0 | 317,000 | 100.0 | 19.7 | 354,287 | 100.0 |

