

# Sumitomo Heavy Industries, Ltd.

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## 3Q CONSOLIDATED FINANCIAL REPORT

For the Nine-Month Period from April 1 to December 31, 2011

*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 management's 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 to the nearest million yen.*

## Summary of Consolidated Financial Results

For the Third Quarter Ended December 31, 2011

Presented January 31, 2012

### Sumitomo Heavy Industries, Ltd.

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Scheduled reporting date for quarterly report	February 8, 2012
Scheduled date of payment of cash dividends	--
Availability of supplementary explanations for quarterly financial statement	None
Holding of meeting to explain quarterly financial statement	None

#### 1. FY 2011 3Q Consolidated Results (April 1, 2011, to December 31, 2011)

##### (1) Business Results

(Units: millions of yen)

	Third Quarter April 1 to December 31, 2011		Previous Third Quarter April 1 to December 31, 2010	
		% change		% change
Net sales	435,307	17.9	369,196	2.7
Operating income	32,188	27.1	25,333	93.9
Ordinary income	30,333	32.0	22,986	99.5
Net income	14,248	(9.7)	15,773	239.6
Net income per share (yen)	23.20		25.99	
Fully diluted net income per share (yen)	--		--	

Note: Comprehensive Income

Fiscal quarter ended December 31, 2011: 13,065 million yen (15.6%)

Fiscal quarter ended December 31, 2010: 11,300 million yen (--%)

**(2) Financial Position**

(Units: millions of yen)

	End of Third Quarter as of December 31, 2011	End of Previous Full Year as of March 31, 2011
Total assets	650,391	626,829
Shareholders' equity	275,950	269,380
Equity ratio (%)	42.0	42.6

Reference: Equity

Fiscal quarter ended December 31, 2011: 272,860 million yen

Fiscal year ended March 31, 2011: 267,326 million yen

**2. Dividends**

(Units: yen)

	Year Ended March 31, 2011	Year Ended March 31, 2012	Year Ended March 31, 2012 (forecast)
Annual dividends per share			
First quarter	--	--	
Second quarter	0.00	4.00	
Third quarter	--	--	
End of term	8.00		6.00
Annual dividends	8.00		10.00

Note: Changes from the most recent dividend forecast: None

**3. FY 2011 Consolidated Forecasts (April 1, 2011, to March 31, 2012)**

(Units: millions of yen)

	Full Year April 1, 2010, to March 31, 2011	
		% change
Net sales	625,000	14.0
Operating income	46,000	0.4
Ordinary income	43,500	(1.7)
Net income	20,000	(28.4)
Projected net income per share (yen)	32.59	

Note: Changes from the most recent consolidated forecast: Yes

#### 4. Additional Notes

- (1) Transfers of important subsidiaries during the fiscal period (moves of specific subsidiaries due to change in scope of consolidation): None
- Newly consolidated: None
- Excluded from consolidation: None
- (2) Special accounting measures applied in the quarterly consolidated financial report: None
- (3) Changes to accounting policies, changes to accounting estimates, and restatements
- (i) Changes to accounting policies resulting from revisions to accounting standards, etc.: None
- (ii) Changes other than (i): None
- (iii) Changes to accounting estimates: None
- (iv) Restatements: None
- (4) Number of shares issued (common shares)
- (i) Number of shares issued at end of fiscal period (including treasury stock):
- |                         |                    |
|-------------------------|--------------------|
| As of December 31, 2011 | 614,527,405 shares |
| As of March 31, 2011    | 614,527,405 shares |
- (ii) Amount of treasury stock at end of fiscal period
- |                         |                |
|-------------------------|----------------|
| As of December 31, 2011 | 795,883 shares |
| As of March 31, 2011    | 122,181 shares |
- (iii) Average number of shares during fiscal period (cumulative quarterly period)
- |                         |                    |
|-------------------------|--------------------|
| As of December 31, 2011 | 614,029,472 shares |
| As of December 31, 2010 | 609,957,574 shares |

#### Recording of Implementation Conditions Regarding Quarterly Review Procedures

This quarterly financial summary does not fall within the scope of the Quarterly Review Procedures referenced in the Financial Instruments and Exchange Act. At the time of disclosure of the quarterly financial summary, the Group was in the process of implementing the quarterly review procedures for its quarterly financial statements.

#### Explanations and Other Special Items Regarding the Pertinent Reasons for the Earnings Forecast

Earnings forecasts and outlooks concerning future financial results are believed to be reasonable based on information available at the time of publication. Actual financial results may vary from the above forecast and outlook due to a variety of factors. For information on the assumptions that form the basis of the earnings forecast and items to note concerning the use of earnings forecasts, see (3) *Qualitative Information Regarding Consolidated Earnings Forecast* in the Supplementary Materials on page 8.

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## **1. Qualitative Information Regarding Current Quarterly Consolidated Business Performance**

### **(1) Qualitative Information on Consolidated Business Performance**

The Japanese economy for the year to date to the end of the third quarter of the fiscal year under review showed continued signs of weakness, as the Great East Japan Earthquake that struck in March 2011 significantly impacted manufacturing activity, and at the same time resulted in the sudden strengthening of the Japanese yen. In addition, the overall global economy remained unstable as the implementation of inflationary controls in China, a country that drove global economic growth, increased uncertainty. Moreover, the disruption of public sector finance and the financial markets of developed regions, such as Europe and the United States, raised concerns about the effects on the real economy.

Set against this economic backdrop, the Group made earthquake recovery efforts a top priority, and worked hard to normalize production activities that were disrupted. As a result, on a year-to-date basis, orders increased across all segments of the Group, with the exception of the Precision Machinery and Ships segments, to end at JPY 428.3 billion, a 14% increase compared to the same period last year (hereinafter referred to as the “previous term”). In terms of sales, all segments of the Group posted improved results with the exception of Environmental Facilities & Plants. Consequently, the Group posted total sales on a year-to-date basis of JPY 435.3 billion, an 18% increase from the previous term.

Turning to income, the compound effects of an increase in sales and cost-cutting resulted in the Group posting a year-to-date operating income of JPY 32.2 billion, a 27% improvement from the previous term, and a year-to-date ordinary income of JPY 30.3 billion, a 32% improvement from the previous term. However, year-to-date quarterly net income fell by 10% from the previous term to JPY 14.2 billion.

Conditions in each business segment of the Group were as follows:

#### **1. Machinery Components**

Expansion in emerging markets and the positive contribution made by European operations resulted in improvements across almost all product models in the segment as compared to the previous term. Consequently, the segment as a whole posted figures for both orders and sales that were better than those for the previous term. In actual figures, the segment received year-to-date orders worth JPY 73.2 billion (an increase of 29% from the previous term), and posted year-to-date sales of JPY 69.2 billion (an increase of 28% from the previous term). Furthermore, the segment posted a year-to-date operating income of JPY 3.1 billion.

#### **2. Precision Machinery**

With respect to plastic injection molding machines, the recovering trend in the European markets contributed to an increase in both orders and sales for this product line. In other product areas, demand for medical devices fell. As a result, year-to-date order figures for the segment as a whole decreased as compared to the previous term. On the other hand, year-to-date sales figures improved from the previous term, mainly due to the abundance of orders that were carried forward to the current period. In actual figures, the segment received year-to-date orders worth JPY 106.9 billion (a decrease of 4% from the previous term), and posted year-to-date sales of JPY 100.8 billion (an increase of 10% from the previous term). Furthermore, the segment posted a year-to-date operating income of JPY 8.1 billion.

#### **3. Construction Machinery**

The hydraulic excavator business saw an increase in both orders and sales, despite the fact that its supply chain was disrupted due to the Great East Japan Earthquake. The construction crane business also posted improved orders and sales figures as the North American market showed signs of recovery. As a result, the segment as a whole received year-to-date orders worth JPY 124.3 billion (an increase of 25% from the previous term) and posted year-to-date sales of JPY 115.9 billion (an increase of 24% from the previous term). Furthermore, the segment posted a year-to-date operating income of JPY 4.9 billion.

#### **4. Industrial Machinery**

Orders for turbines trended positively as the level of capital investment made by overseas customers in the resources and energy sectors increased. At the same time, by prioritizing the response to earthquake recovery efforts, demand for the segments' materials handling products improved from the previous term. The segment also posted sales figures that exceeded the previous term. In actual figures, the segment received year-to-date orders worth JPY 56.8 billion (an increase of 17% from the previous term) and posted year-to-date sales of JPY 57.7 billion (an increase of 26% from the previous term). Furthermore, the segment posted a year-to-date operating income of JPY 7.4 billion.

#### **5. Ships**

The ship market has continued to remain stagnant, and this is reflected in the lack of new orders received during the year-to-date period under review as compared to orders for two vessels received in the previous term. With regard to sales, five vessels were delivered during the year-to-date period under review, which is one vessel more than the previous term. Consequently, the segment received year-to-date orders worth JPY 5.7 billion (a decrease of 57% from the previous term), and posted year-to-date sales of JPY 40.3 billion (an increase of 34% from the previous term). Furthermore, the segment posted a year-to-date operating income of JPY 7.8 billion.

#### **6. Environmental Facilities & Plants**

Orders increased as the energy plant business and water treatment plant business showed positive signs of growth. On the other hand, sales decreased, mainly due to the weak order figures posted in the previous term. Consequently, the segment received year-to-date orders worth JPY 55.0 billion (an increase of 36% from the previous term) and posted sales of JPY 45.0 billion (a decrease of 6% from the previous term). Unfortunately, the decline in sales also led to the segment posting a year-to-date operating loss of JPY 300 million.

#### **7. Others**

Both orders and sales figures showed improvement from the previous term. In actual figures, the segment received year-to-date orders worth JPY 6.5 billion (an increase of 1% from the previous term) and posted year-to-date sales of JPY 6.4 billion (an increase of 7% from the previous term). Furthermore, the segment posted a year-to-date operating income of JPY 1.3 billion.

### **(2) Qualitative Information on the Group's Consolidated Financial Position**

Total assets at the end of the current quarter under review (ended December 31, 2011) amounted to JPY 650.4 billion, an increase of JPY 23.6 billion as compared to the end of the previous consolidated fiscal year. This was mainly due to the JPY 700 million increase in cash and deposits, and the JPY 27.3 billion increase in inventory assets exceeding the JPY 1.3 billion decrease in trade notes and accounts receivable and the JPY 5.9 billion decrease in investments and other assets from the end of the previous consolidated fiscal year.

Total liabilities rose to JPY 374.4 billion, an increase of JPY 17.0 billion as compared to the end of the previous consolidated fiscal year. This was mainly due to the JPY 13.3 billion increase in trade notes and accounts payable as well as the JPY 14.3 billion increase in the balance of interest-bearing liabilities exceeding the JPY 4.2 billion decrease in revalued deferred tax liability.

Net assets amounted to JPY 276.0 billion, an increase of JPY 6.6 billion as compared to the end of the previous consolidated fiscal year as the JPY 5.7 billion decrease in the foreign currency translation adjustment was offset by an increase of JPY 8.1 billion in retained earnings and JPY 3.5 billion gain from the revaluation of land.

As a result of the above, the shareholders' equity ratio fell by 0.6% from the end of the previous consolidated fiscal year to finish at 42.0%.

(Cash Flow Condition)

Although the levels of both inventory assets and corporate income and other taxes rose, and the level of accounts payable decreased, the level of accounts receivable fell, and quarterly net income before taxes and other adjustments increased. As a result, cash flow from operating activities totaled JPY 10.2 billion, an increase of JPY 6.6 billion from the previous term.

Cash flow used for investing activities totaled JPY 15.0 billion, an increase of JPY 2.2 billion from the previous term. More specifically, while there was a reduction in the cash used to acquire shares of subsidiaries that resulted in a change to their consolidated status, there was an increase in cash used to acquire fixed assets and a decrease in the cash generated from the sale of marketable securities.

Cash for used for financing activities totaled JPY 6.1 billion, an increase of JPY 16.6 billion from the previous term, as there was an increase in the amount of interest-bearing liabilities held.

As a result of the foregoing, the balance of cash and cash equivalents at the end of the third quarter of the current consolidated fiscal year totaled JPY 52.2 billion, an increase of JPY 500 million as compared to the end of the previous consolidated fiscal year.

### (3) Qualitative Information Regarding Consolidated Earnings Forecast

The following revisions have been made to the consolidated earnings forecast for the fiscal year ending March 31, 2012 that were published on November 1, 2011.

#### Fiscal Year Ending March 2012

(Units: millions of yen)

	Previous Forecast (A)	Current Forecast (B)	Difference (B - A)	% Difference	(Reference) Previous Year Results
Net sales	640,000	625,000	(15,000)	(2.3)	548,015
Operating income	54,000	46,000	(8,000)	(14.8)	45,803
Ordinary income	50,500	43,500	(7,000)	(13.9)	44,253
Net income	28,000	20,000	(8,000)	(28.6)	27,926
Net income per share (yen)	45.62	32.59	--	--	45.87

In regard to the future outlook, the impact of the rapidly strengthening Japanese yen, the slowdown of the Chinese economy as a result of efforts by the government there to curb inflation, and the effect of the fiscal and financial market turmoil in Europe and the United States on the real economy are all causes of concern.

Against this operating backdrop, the Company is projecting a lower sales figure for both the Precision Machinery and Construction Machinery segments as compared to the previous forecast (announced on November 1, 2011). The Company is also projecting lower operating income due to the negative impact of the decline in sales and the downward pressure from the currency situation. Furthermore, with respect to the contract to construct an incinerated ash melting facility for the City of Kyoto (contract value of JPY 10,867 million), a defect was discovered during the testing and commissioning phase of the project. At present, the Company is formulating and evaluating several methods to repair the defect. The current projections outlined in the above table take into account the additional construction costs and related losses pertaining to the defect. Moreover, as a result of the government's public announcement that it will reduce corporate tax rates as part of its revisions to the tax system for the 2011 fiscal year, the Company is projecting a reversal of a portion of its deferred tax assets. This has also been incorporated into the revised projections.

Consequently, the figures for sales, operating income, ordinary income, and net income for the year ending March 31, 2012, have been revised downwards from the figures that were previously announced on November 1, 2011.

Note that from the fourth quarter of the current consolidated fiscal year, the following currency exchange rates are assumed: USD 1 = JPY 77; EUR 1 = JPY 100.



## **2. Notes Regarding Summary Information (Others)**

### **(1) Changes Involving Important Subsidiaries during the Current Consolidated Year-to-Date Quarterly Period**

There are no applicable items.

### **(2) Special Accounting Procedures Adopted during the Development of the Quarterly Consolidated Financial Report**

There are no applicable items.

### **(3) Changes to Accounting Policies, Changes to Accounting Estimates, and Restatements**

There are no applicable items.

### 3. Quarterly Consolidated Financial Statements

#### (1) Quarterly Consolidated Balance Sheets

(Units: millions of yen)

	End of Previous Fiscal Year as of March 31, 2011	End of Third Quarter as of December 31, 2011
	Amount	Amount
<b>Assets</b>		
Cash and deposits	52,486	53,144
Notes and accounts receivable	155,267	153,965
Inventory assets	131,035	158,347
Other	27,546	28,789
Allowance for doubtful accounts	(991)	(1,008)
<b>Current assets</b>	<b>365,342</b>	<b>393,237</b>
Land	117,157	116,267
Other (net)	96,999	100,349
Total tangible assets	214,156	216,616
Other	6,936	6,046
Total intangible assets	6,936	6,046
Other	41,867	35,829
Allowance for doubtful accounts	(1,472)	(1,337)
Investments and other assets	40,395	34,492
<b>Fixed assets</b>	<b>261,487</b>	<b>257,154</b>
<b>Total assets</b>	<b>626,829</b>	<b>650,391</b>

(Units: millions of yen)

	End of Previous Fiscal Year as of March 31, 2011	End of Third Quarter as of December 31, 2011
	Amount	Amount
<b>Liabilities</b>		
Notes and accounts payable	131,951	145,266
Short-term bank loans	21,504	25,163
Long-term loans due within one year	4,411	12,093
Commercial paper	—	13,000
Allowance	7,000	6,677
Other	77,641	72,935
<b>Current liabilities</b>	<b>242,507</b>	<b>275,135</b>
Bonds	10,000	10,000
Long-term debt due after one year	31,918	21,874
Employees' severance and retirement benefits	31,380	30,954
Allowance	208	138
Deferred income taxes on revaluation	31,836	27,651
Other	9,600	8,689
<b>Long-term liabilities</b>	<b>114,943</b>	<b>99,306</b>
<b>Total liabilities</b>	<b>357,450</b>	<b>374,441</b>
<b>Net assets</b>		
Common stock	30,872	30,872
Capital surplus	23,789	23,789
Retained earnings	188,047	196,190
Treasury stock	(67)	(438)
<b>Stockholders' equity</b>	<b>242,641</b>	<b>250,412</b>
Unrealized gains on securities	981	691
Profit (loss) on deferred hedge	960	1,026
Adjustment regarding pension obligations of consolidated overseas subsidiaries	(1,978)	(1,784)
Revaluation reserve for land	39,851	43,381
Foreign currency translation adjustments	(15,129)	(20,867)
<b>Total accumulated other comprehensive income</b>	<b>24,686</b>	<b>22,448</b>
<b>Minority interests</b>	<b>2,053</b>	<b>3,090</b>
<b>Total net assets</b>	<b>269,380</b>	<b>275,950</b>
<b>Liabilities and net assets</b>	<b>626,829</b>	<b>650,391</b>

**(2) Consolidated Income Statements and Consolidated Statement of Comprehensive Income**
**Consolidated Income Statements**

(Units: millions of yen)

	Previous Third Quarter April 1, 2010, to December 31, 2010	Present Third Quarter April 1, 2011, to December 31, 2011
	Amount	Amount
Net sales	369,196	435,307
Cost of sales	288,288	340,183
Gross income	80,907	95,124
Selling, general & administrative expenses	55,574	62,936
Operating income	25,333	32,188
Non-operating income		
Interest income	113	381
Dividend income	819	435
Other	1,159	1,318
Total non-operating income	2,091	2,134
Non-operating expenses		
Interest expense	1,140	1,183
Other	3,297	2,806
Total non-operating expenses	4,438	3,989
Ordinary income	22,986	30,333
Extraordinary gains		
Gain from negative goodwill	3,437	—
Total extraordinary gains	3,437	—
Extraordinary losses		
Loss on devaluation of marketable securities	—	2,446
Loss on contracts	336	374
Loss on impaired assets	223	313
Financial impact due to the application of the accounting standard for asset retirement obligations	480	—
Total extraordinary losses	1,038	3,133
Income before income taxes	25,384	27,200
Corporate income taxes	8,836	12,217
Quarterly net income before income or loss adjustments on minority interests	16,549	14,983
Minority interests	776	735
Net income	15,773	14,248

**Consolidated Statement of Comprehensive Income**

(Units: millions of yen)

	Previous Third Quarter April 1, 2010, to December 31, 2010	Present Third Quarter April 1, 2011, to December 31, 2011
	Amount	Amount
Net income before adjusting for profit (loss) from minority interests	16,549	14,983
Other comprehensive income		
Unrealized gains on securities	(1,273)	(290)
Profit (loss) on deferred hedge	529	62
Adjustment regarding pension obligations of consolidated overseas subsidiaries	103	194
Revaluation reserve for land	—	3,918
Foreign currency translation adjustments	(4,562)	(5,806)
Amount applied for equity method accounting of affiliates	(47)	4
Total other comprehensive income	(5,248)	(1,918)
Comprehensive income	11,300	13,065
(Breakdown)		
Comprehensive income relating to parent company shareholdings	10,680	12,398
Comprehensive income relating to minority interests	621	667

**(3) Notes on Premise of a Going Concern**

There are no applicable items.

**(4) Notes Regarding Significant Fluctuations to Shareholders' Equity**

There are no applicable items.

**(5) Subsequent Events of Significant Importance**

There are no applicable items.

## 4. Supplementary Information

### (1) Orders, Sales and Operational Profit, and Balance of Orders by Segment

#### Orders Received

(Units: millions of yen)

Segment	April 1, 2010, to December 31, 2010	April 1, 2011, to December 31, 2011	Y/Y Change	
	Amount	Amount	Amount	%
Machinery Components	56,897	73,170	16,273	28.6
Precision Machinery	111,503	106,928	(4,575)	(4.1)
Construction Machinery	99,307	124,303	24,997	25.2
Industrial Machinery	48,349	56,754	8,405	17.4
Ships	13,141	5,697	(7,444)	(56.6)
Environmental Facilities & Plants	40,438	54,984	14,546	36.0
Others	6,410	6,495	85	1.3
Total	376,045	428,332	52,287	13.9

#### Sales and Operational Profit

(Units: millions of yen)

Segment	April 1, 2010, to December 31, 2010		April 1, 2011, to December 31, 2011		Y/Y Change	
	Sales	Operational Profit	Sales	Operational Profit	Sales	Operational Profit
Machinery Components	54,118	3,202	69,189	3,052	15,071	(150)
Precision Machinery	91,854	4,623	100,789	8,131	8,935	3,508
Construction Machinery	93,200	4,476	115,864	4,917	22,664	441
Industrial Machinery	45,786	7,273	57,711	7,380	11,924	107
Ships	30,119	3,216	40,319	7,772	10,201	4,556
Environmental Facilities & Plants	48,109	1,575	45,018	(291)	(3,090)	(1,866)
Others	6,010	953	6,416	1,256	407	304
Adjustments	—	15	—	(28)	—	(44)
Total	369,196	25,333	435,307	32,188	66,112	6,855

**Balance of Orders Received**

(Units: millions of yen)

Segment	End of Previous Fiscal Year as of March 31, 2011	End of Third Quarter as of December 31, 2011	Change	
	Amount	Amount	Amount	%
Machinery Components	24,456	28,437	3,981	16.3
Precision Machinery	64,671	70,810	6,139	9.5
Construction Machinery	22,504	30,943	8,439	37.5
Industrial Machinery	85,627	84,671	(956)	(1.1)
Ships	96,022	61,400	(34,622)	(36.1)
Environmental Facilities & Plants	69,564	79,529	9,966	14.3
Others	1,942	2,020	79	4.1
<b>Total</b>	<b>364,785</b>	<b>357,810</b>	<b>(6,975)</b>	<b>(1.9)</b>

The Group's operating segments are categorized as follows:

Businesses	Main Products
Machinery Components	Power transmission and control
Precision Machinery	Plastic injection molding machines, film forming machines, semiconductor production equipment, laser processing systems, cryocoolers, precision positioning equipment, ion accelerators, medical machines and equipment, plasma coating systems for FPDs, precision forgings, control components, defense equipment, machining tools
Construction Machinery	Hydraulic excavators, mobile cranes, road machinery
Industrial Machinery	Forging machines, material handling systems, logistics systems, automated parking systems, turbines, pumps
Ships	Ships
Environmental Facilities & Plants	Private power generation facilities, boilers, industrial waste treatment facilities, air pollution control equipment, water and sewage treatment systems, process equipment, pressure vessels, agitation tanks, air-conditioning equipment, food processing machinery

**(2) (Summary) Consolidated Cash Flows Statement**

(Units: millions of yen)

	Previous Third Quarter April 1, 2010, to December 31, 2010	Present Third Quarter April 1, 2011, to December 31, 2011	Y/Y Change
Income before income taxes	25,384	27,200	1,816
Depreciation	13,234	12,997	(237)
(Increase) decrease in notes and accounts receivable	(9,956)	6,838	16,794
(Increase) decrease in inventories	(29,236)	(30,359)	(1,124)
Increase (decrease) in notes and accounts payable	22,138	13,796	(8,342)
Payments for income taxes	(10,265)	(16,713)	(6,448)
Other	(7,678)	(3,575)	4,103
<b>Net cash provided by operating activities</b>	<b>3,622</b>	<b>10,184</b>	<b>6,561</b>
Payments for purchases of fixed assets	(11,035)	(16,176)	(5,141)
Proceeds from sale of fixed assets	631	1,400	769
Expenses related to the acquisition of subsidiaries that resulted in a change to their consolidated status	(2,608)	—	2,608
Proceeds from sale of securities	452	143	(309)
Other	(267)	(358)	(91)
<b>Net cash used in investing activities</b>	<b>(12,829)</b>	<b>(14,991)</b>	<b>(2,163)</b>
Net increase (decrease) in short-term loans	(6,760)	14,432	21,192
Cash dividends paid	(2,413)	(7,211)	(4,797)
Other	(1,321)	(1,088)	233
<b>Net cash used in financing activities</b>	<b>(10,495)</b>	<b>6,133</b>	<b>16,628</b>
Other	(460)	(807)	(347)
Cash and cash equivalents at beginning of period	61,452	51,700	(9,752)
Cash and cash equivalents at end of period	41,292	52,219	10,927