

# **Summary of Consolidated Financial Results**

For the Third Quarter Ended December 31, 2015 Presented January 29, 2016

# **Sumitomo Heavy Industries, Ltd.**

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Scheduled reporting date for quarterly report	February 5, 2016
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 2015 Third Quarter Consolidated Results (April 1, 2015, to December 31, 2015)

## (1) Business Results

(Units: millions of yen)

	Third Qua April 1 to Decemb		Previous Third Quarter April 1 to December 31, 2014		
	C	% change		% change	
Net sales	490,428	5.1	466,788	10.1	
Operating income	30,905	(9.2)	34,032	82.6	
Ordinary income	29,479	(14.5)	34,494	83.1	
Net income attributed to shareholders of the parent company	19,085	(12.5)	21,823	95.3	
Net income per share (yen)	31.14		35.59		
Fully diluted net income per share (yen)	<del>-</del> ,		_		

Note: Comprehensive income

Fiscal quarter ended December 31, 2015: 11,931 million yen (-50.8%) Fiscal quarter ended December 31, 2014: 24,258 million yen (-8.0%)



## (2) Financial Position

(Units: millions of yen)

	End of Third Quarter As of December 31, 2015	End of Previous Full Year As of March 31, 2015	
Total assets	772,478	786,027	
Shareholders' equity	374,115	365,101	
Equity ratio (%)	47.5	45.8	

Reference: Equity

Fiscal quarter ended December 31, 2015: 367,134 million yen Fiscal year ended March 31, 2015: 360,079 million yen

### 2. Dividends

(Units: yen)

	Year Ended March 31, 2015	Year Ended March 31, 2016	Year Ended March 31, 2016 (forecast)	
Annual dividends per share				
First quarter	_	_		
Second quarter	5.00	7.00		
Third quarter	_	_		
End of term	7.00		7.00	
Annual dividends	12.00		14.00	

Note: Changes from the most recent dividend forecast: None

# 3. FY 2015 Consolidated Forecasts (April 1, 2015, to March 31, 2016)

(Units: millions of yen)

	Full Year April 1, 2015, to March 31, 20	16
		% change
Net sales	690,000	3.4
Operating income	46,000	0.0
Ordinary income	43,000	(4.7)
Net income attributed to shareholders of the parent company	27,000	10.9
Projected net income per share (yen)	44.05	

Note: Changes from the most recent consolidated forecast: None



#### **Additional Notes**

(1) Transfers of important subsidiaries during the fiscal period (moves of specific subsidiaries due to change in scope of

solidation):

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.: Yes

(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, 2015 614,527,405 shares As of March 31, 2015 614,527,405 shares

(ii) Amount of treasury stock at end of fiscal period

As of December 31, 2015 1,635,285 shares As of March 31, 2015 1,495,994 shares

(iii) Average number of shares during fiscal period (cumulative quarterly period)

As of December 31, 2015 612,950,818 shares As of December 31, 2014 613,149,124 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 because of 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, please see the *Explanation of the Consolidated Earnings Forecast and Other Forward-Looking Estimates* in the *Supplementary Materials* on page 8.



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# 1. Qualitative Information regarding Current Quarterly Consolidated Business Performance

#### (1) Explanation of Business Performance

The Japanese economy during the current consolidated year-to-date (YTD) third quarter under review saw a softening of the gentle recovery that was seen in previous quarters due to several competing factors. For example, although the employment and wage environment showed signs of improvement, this did not lead to a recovery in personal consumption levels due to rising prices. Another example was in the area of capital investment where an improvement in the financial performance of corporations resulted in an upward trend but the cautiousness of companies to make such investments due to stagnant exports grew stronger.

Outside of Japan, the gentle recovery trend continued in the Eurozone, while in the U.S. market, growth in capital investments remained slow despite the transition to a normalized monetary policy as a result of the economic recovery that was seen. Moreover, the slowdown of the Chinese economy became more apparent, while other emerging market economies struggled to grow not only because of the stagnating Chinese economy but also because drop in resource prices, in particular crude oil. The heightened geopolitical risk in the Middle East also contributed towards the overall malaise. As a result, the future the global economy became even murkier.

Under these conditions, orders increased in the Industrial Machinery, Precision Machinery and Machinery Components segments while orders fell in the other segments. In overall terms, the Group posted an order figure of JPY512.1 billion, a 7% decrease as compared to the same period last year (hereinafter referred to as the "previous term"). With regard to sales, all segments of the Group, with the exception of the Construction Machinery segment, grew as compared to the previous term. In total, the Group posted a figure of JPY490.4 billion, a 5% increase as compared to the previous term.

Turning to income, the Precision Machinery segment showed signs of improved profitability while profit levels fell in the Construction Machinery, and Environmental Facilities and Plant segments. As a result, operating income was JPY30.9 billion, a 9% decrease as compared to the previous term, and ordinary income was JPY29.5 billion, a 15% decrease as compared to the previous term. Quarterly net income attributed to shareholders of the parent company also decreased by 13% as compared to the previous term to finish at JPY19.1 billion.

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

#### 1. Machinery Components

Despite a slowdown in the Chinese market, a strong showing from the domestic and North American markets resulted in an increase in both orders and sales as compared to the previous term in this segment. In actual figures, the segment received orders worth JPY79.9 billion, a gain of 2% as compared to the previous term, and posted sales of JPY80.2 billion, a gain of 8% as compared to the previous term. Further, the segment posted operating income of JPY6.3 billion.

#### 2. Precision Machinery

With respect to plastics machinery, while the strong IT-related demand from the Asian markets slowed, the domestic, Eurozone and North American markets trended positively. Consequently, both orders and sales figures showed improvements as compared to the previous term. In other product areas, while orders for the segment's semiconductor-related products fell as compared to the previous term, sales improved. In actual figures, the segment received orders worth JPY115.9 billion, a gain of 5% as compared to the previous term, and posted sales of JPY114.8 billion, a gain of 7% as compared to the previous term. Further, the segment posted operating income of JPY15.3 billion.

#### 3. Construction Machinery

The hydraulic excavator business saw a drop in both orders and sales as compared to the previous term mainly due to the significant drop in demand from the Chinese market and the lack of any recovery signs, as well as the slowdown in demand from the domestic market because customers rushed to place orders in the previous fiscal year ahead of the implementation of new emission regulations. In the mobile crane business, orders fell as compared to the previous term mainly due to the delayed recovery of demand from the North American market, while sales increased. In actual figures, the segment received orders worth JPY141.1 billion, a fall of 5% as compared to the previous term, and posted sales of JPY141.5 billion, a fall of 2% as compared to the previous term. Further, the segment posted operating income of JPY2.2 billion.



#### 4. Industrial Machinery

In this segment, the material handling business was boosted by strong demand from the domestic shipbuilding sector, while the turbine business was boosted by demand from the overseas power generation sector. Elsewhere in the segment, the industrial equipment business successfully won an order for a proton cancer therapy equipment. As a result, orders across the segment increased as compared to the previous term. Sales also improved as compared to the previous term buoyed by the material handling business and the turbine business. In actual figures, the segment received orders worth JPY69.3 billion, a gain of 8% as compared to the previous term, and posted sales of JPY58.3 billion, a gain of 13% as compared to the previous term. Further, the segment posted operating income of JPY5.5 billion.

#### 5. Ships

The segment received orders for two new vessels, a reduction of seven vessels as compared to the previous term. With regard to sales, one vessel was handed over, a reduction from the two that were handed over in the previous term. In actual figures, the segment received orders worth JPY19.9 billion, a fall of 67% as compared to the previous term, and posted sales of JPY19.4 billion, a gain of 4% as compared to the previous term. Further, the segment posted an operating loss of JPY12 million.

#### 6. Environmental Facilities & Plants

Despite receiving orders for boilers from the overseas IPP (Independent Power Producers) sector and the domestic biomass power generation sector, overall orders in the energy plant business fell as compared to previous term, mainly due to low level of orders received. On the other hand, orders in the water treatment plant business increased as compared to the previous term as a result of receiving an order on a large-scale refurbishment project. Sales also increased as compared to the previous term as boiler-related construction projects for the power generation sector progressed further towards completion. In actual figures, the segment received orders worth JPY79.8 billion, a fall of 2% as compared to the previous term, and posted sales of JPY68.5 billion, a gain of 6% as compared to the previous term. Further, the segment posted operating income of JPY500 million.

#### 7. Other

In this segment, orders dropped while sales increased as compared to the previous term. In actual figures, the segment received orders worth JPY6.2 billion, a fall of 22% as compared to the previous term, and posted sales of JPY7.8 billion, a gain of 31% as compared to the previous term. Further, the segment posted operating income of JPY1.3 billion.

### (2) Explanation of the Group's Consolidated Financial Position

#### 1. Condition of Assets, Liabilities, and Net Assets

Total assets at the end of the third quarter of the current consolidated fiscal year under review (ended December 31, 2015) amounted to JPY772.5 billion, a decrease of JPY13.5 billion as compared to the end of the previous consolidated fiscal year. This was mainly due to the JPY35.0 billion decrease in marketable securities offsetting the JPY22.2 billion increase in inventory assets.

Total liabilities fell to JPY398.4 billion, a decrease of JPY22.6 billion as compared to the end of the previous consolidated fiscal year. This was mainly due to decreases of JPY7.5 billion in the balance of interest-bearing liabilities, and JPY13.1 billion in current liabilities.

Net assets increased by JPY9.0 billion as compared to the end of the previous consolidated fiscal year to JPY374.1 billion. This was mainly due to the JPY11.3 billion increase in retained earnings.

As a result of the above, the shareholders' equity ratio improved by 1.7% from the end of the previous consolidated fiscal year to finish at 47.5%.

#### 2. Cash Flow Condition

Cash flow used for operating activities totaled JPY6.8 billion (as compared to an inflow of JPY40.7 billion in the previous term). The main component of the proceeds came from the JPY28.0 billion in quarterly net income before tax and other adjustments. On the other hand, the main sources of the outflow of cash were the JPY25.3 billion increase in inventory assets and the JPY13.7 billion used to pay corporate and other taxes.



Cash flow used for investing activities totaled JPY11.3 billion, as compared to an outflow of JPY8.9 billion during the previous term. This was mainly due to the JPY14.7 billion used to acquire fixed assets.

Cash flow used for financing activities totaled JPY16.3 billion, as compared to an outflow of JPY26.9 billion in the previous term. The outflow of cash was mainly used to repay outstanding debts in the amount of JPY6.4 billion (after netting out the inflow from debts repaid) and to make dividend payments in the amount of JPY8.6 billion.

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 under review totaled JPY55.2 billion, a decrease of JPY35.1 billion as compared to the end of the previous consolidated fiscal year.

#### (3) Explanation of the Consolidated Earnings Forecast and Other Forward-Looking Estimates

No revisions have been made to the consolidated earnings forecast for the fiscal year ending March 31, 2016, which was published along with the earnings summary on October 29, 2015.

Please note that from the fourth quarter of the current consolidated fiscal year, the main exchange rates are assumed to be USD1 = JPY115 and EUR1 = JPY127.



### 2. Notes regarding Summarized Information (Explanatory Notes)

# (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

(Changes to Accounting Policies)

With regard to the "Revised Accounting Standards for Business Combination" (Accounting Standards Board of Japan (ASBJ) Accounting Standard – ASBJ Statement No. 21 dated September 13, 2013; hereinafter referred to as the "Revised Business Combination Accounting Standards"), the "Revised Accounting Standard for Consolidated Financial Statements" (Accounting Standards Board of Japan (ASBJ) Accounting Standard – ASBJ Statement No. 22 dated September 13, 2013; hereinafter referred to as the "Revised Consolidated Financial Statements Accounting Standards), and the "Revised Accounting Standards for Business Divestitures" (Accounting Standards Board of Japan (ASBJ) Accounting Standard – ASBJ Statement No. 7 dated September 13, 2013; hereinafter referred to as the "Revised Business Divestitures Accounting Standards) have been adopted from the first quarter of the current consolidated fiscal year under review. Where control of certain subsidiaries continues under the new accounting standards, the differential change in equity of the Group is reported as additional paid-in capital. In addition, a change was made to account for acquisition-related costs as an expense item in the consolidated fiscal year where such costs were incurred.

Further, with regard to business combinations executed after the beginning of the first quarter of the current consolidated fiscal year under review, the allotted acquisition cost resulting from the provisional accounting of the item will now be reflected in the quarterly consolidated financial report for the quarter in which the business integration is completed. Moreover, the way in which quarterly net income is denoted has been changed, and the term minority interest has been changed to non-controlling interests. In order to reflect such changes, the quarterly consolidated financial statements and the full consolidated year financial statements for the previous third quarter and previous consolidated fiscal year have been reclassified.

The implementation of the Revised Business Combination Accounting Standards has been carried out in accordance with Article 58-2(4) of the Revised Business Combination Accounting Standards, Article 44-5(4) of the Revised Consolidated Financial Statements Accounting Standards, and Article 57-4(4) of the Revised Business Divestitures Accounting Standards which allow for transitional treatment. The new standards have been adopted from the first quarter of the current consolidated fiscal year under review and will be utilized on a go-forward basis.

The change of the method, as compared to the previous method, resulted in a reduction of JPY215 million in both operating income and ordinary income, and a reduction of JPY1,781 million in quarterly net income before taxes and other adjustments for the third quarter of the current consolidated fiscal year under review. Moreover, the additional paid-in capital amount at the end of the third quarter of the current consolidated fiscal year under review has increased by JPY1,565 million as a result of this change.



# 3. Quarterly Consolidated Financial Statements

# (1) Quarterly Consolidated Balance Sheets

	End of Previous Fiscal Year As of March 31, 2015	End of Third Quarter As of December 31, 2015	
	Amount	Amount	
Assets			
Cash and deposits	57,423	57,237	
Notes and accounts receivable	194,916	197,687	
Marketable securities	35,000	_	
Inventory assets	153,835	176,024	
Other	52,028	53,317	
Allowance for doubtful accounts	(1,202)	(1,154)	
Current assets	492,000	483,110	
Land	108,749	108,377	
Other (net)	119,553	120,071	
Total tangible assets	228,302	228,448	
Other	9,333	10,738	
Total intangible assets	9,333	10,738	
Other	58,576	54,004	
Allowance for doubtful accounts	(2,184)	(3,822)	
Investments and other assets	56,392	50,182	
Fixed assets	294,027	289,367	
Total assets	786,027	772,478	

	(Office: Hillions V			
	End of Previous Fiscal Year As of March 31, 2015	End of Third Quarter As of December 31, 2015		
	Amount	Amount		
Liabilities				
Notes and accounts payable	140,436	137,819		
Short-term bank loans	42,110	38,960		
Long-term loans due within one year	15,201	7,506		
Commercial Paper	_	10,000		
Reserve for Guaranteed Cost Construction Contracts	7,985	8,116		
Other Allowances	6,366	7,826		
Other	100,673	87,534		
Current liabilities	312,771	297,760		
Bonds	10,000	10,000		
Long-term debt due after one year	16,333	9,652		
Allowance	203	203		
Defined benefit liability	46,162	44,189		
Deferred income taxes on revaluation	22,293	22,196		
Other	13,163	14,361		
Total fixed liabilities	108,155	100,602		
Total liabilities	420,926	398,362		
Net assets				
Common stock	30,872	30,872		
Capital surplus	23,789	25,354		
Retained earnings	239,815	251,094		
Treasury stock	(764)	(855)		
Total shareholders' equity	293,712	306,465		
Unrealized gains on securities	5,437	3,977		
Profit (loss) on deferred hedge	(2,229)	(2,064)		
Revaluation reserve for land	40,476	40,808		
Foreign currency translation adjustments	26,641	22,495		
Re-measurement of defined benefit plans	(3,957)	(4,547)		
Total accumulated other comprehensive income	66,367	60,669		
Non-controlling interest	5,022	6,982		
Total net assets	365,101	374,115		
Total liabilities and net assets	786,027	772,478		



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

		(Offits, Hillions of yell)
	Previous Third Quarter April 1, 2014, to December 31, 2014	Present Third Quarter April 1, 2015, to December 31, 2015
	Amount	Amount
Net sales	466,788	490,428
Cost of sales	357,573	377,275
Gross income	109,215	113,153
Selling, general & administrative expenses	75,184	82,248
Operating income	34,032	30,905
Non-operating income		
Interest income	339	361
Dividend income	738	1,020
Investment gain on equity method	1,442	1,349
Gain on foreign currency exchange	1,316	_
Other	1,345	1,870
Total non-operating income	5,179	4,600
Non-operating expenses		
Interest expense	1,663	1,394
Loss on foreign currency exchange	_	1,113
Other	3,054	3,519
Total non-operating expenses	4,716	6,026
Ordinary income	34,494	29,479
Extraordinary losses		
Compensation expenses	_	1,014
Loss on impaired assets	269	513
Total extraordinary losses	269	1,527
Income before income taxes	34,225	27,952
Corporate income taxes	12,024	9,961
Net income	22,202	17,991
Net income (or loss) attributable to non-controlling interests	378	(1,094)
Net income attributed to shareholders of the parent company	21,823	19,085



## **Consolidated Statement of Comprehensive Income**

(Units: millions of yen)

	Previous Third Quarter April 1, 2014, to December 31, 2014	Present Third Quarter April 1, 2015, to December 31, 2015
	Amount	Amount
Net income	22,202	17,991
Other comprehensive income		
Unrealized gains on securities	943	(1,508)
Profit (loss) on deferred hedge	(2,254)	215
Revaluation reserve for land	_	55
Foreign currency translation adjustments	3,593	(4,231)
Adjustment to retirement benefits	(235)	(596)
Amount applied for equity method accounting of affiliates	9	4
Total other comprehensive income	2,057	(6,060)
Comprehensive income	24,258	11,931
(Breakdown)		
Comprehensive income relating to parent company shareholdings	23,776	13,109
Comprehensive income relating to non- controlling interests	482	(1,179)

# (3) Notes regarding Consolidated Quarterly Financial Statements (Notes on Premise of a Going Concern)

There are no applicable items.

## (Notes regarding Significant Fluctuations to Shareholders' Equity)

There are no applicable items.

### (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, 2014, to December 31, 2014	April 1, 2015, to December 31, 2015	Y/Y C	hange
	Amount	Amount	Amount	%
Machinery Components	78,389	79,928	1,539	2.0
Precision Machinery	110,644	115,913	5,269	4.8
Construction Machinery	149,006	141,094	(7,911)	(5.3)
Industrial Machinery	63,992	69,283	5,291	8.3
Ships	59,751	19,931	(39,819)	(66.6)
Environmental Facilities & Plants	81,608	79,795	(1,813)	(2.2)
Other	7,956	6,200	(1,756)	(22.1)
Total	551,345	512,144	(39,202)	(7.1)

# **Sales and Operational Profit**

				•	• ,		
Segment		April 1, 2014, to December 31, 2014		April 1, 2015, to December 31, 2015		Y/Y Change	
Segment	Sales	Operational Profit	Sales	Operational Profit	Sales	Operational Profit	
Machinery Components	74,215	5,810	80,210	6,306	5,995	496	
Precision Machinery	107,121	10,406	114,836	15,327	7,715	4,921	
Construction Machinery	144,528	10,655	141,454	2,170	(3,073)	(8,485)	
Industrial Machinery	51,532	3,374	58,266	5,530	6,734	2,156	
Ships	18,659	(769)	19,405	(12)	746	758	
Environmental Facilities & Plants	64,805	3,057	68,472	475	3,667	(2,582)	
Other	5,929	1,580	7,785	1,328	1,856	(252)	
Adjustments	_	(80)	_	(219)	_	(139)	
Total	466,788	34,032	490,428	30,905	23,640	(3,127)	



### **Balance of Orders Received**

(Units: millions of yen)

Segment	End of Previous Fiscal Year As of March 31, 2015	End of Third Quarter As of December 31, 2015	Change	
	Amount	Amount	Amount	%
Machinery Components	30,503	30,220	(282)	(0.9)
Precision Machinery	48,879	49,956	1,077	2.2
Construction Machinery	32,215	31,855	(360)	(1.1)
Industrial Machinery	98,366	109,384	11,018	11.2
Ships	65,185	65,711	526	0.8
Environmental Facilities & Plants	115,383	126,706	11,323	9.8
Other	4,059	2,473	(1,586)	(39.1)
Total	394,590	416,305	21,715	5.5

The Group's operating segments are categorized as follows:

Businesses	Main Products		
Machinery Components	Power transmission and control equipment		
Precision Machinery	Plastics machinery, film forming machines, semiconductor production equipment, laser processing systems, cryogenic equipment, precision positioning equipment, precision forgings, control components, defense equipment, machining tools		
Construction Machinery	Hydraulic excavators, mobile cranes, road machinery		
Industrial Machinery	Ion accelerators, medical machines and equipment, plasma coating systems for FPDs, forging press 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, mixing vessels, air-conditioning equipment, food processing machinery		



# (2) (Summary) Consolidated Cash Flows Statement

	Previous Third Quarter April 1, 2014, to December 31, 2014	Present Third Quarter April 1, 2015, to December 31, 2015	Y/Y Change
Income before income taxes	34,225	27,952	(6,273)
Depreciation	11,935	14,448	2,513
(Increase) decrease in notes and accounts receivable	31,368	(3,928)	(35,296)
(Increase) decrease in inventories	(27,799)	(25,264)	2,536
Increase (decrease) in notes and accounts payable	7,731	(2,039)	(9,770)
Payments for income taxes	(14,108)	(13,730)	378
Other	(2,654)	(4,274)	(1,620)
Net cash provided by operating activities	40,698	(6,835)	(47,534)
Payments for purchases of property, plant, and equipment	(10,765)	(14,685)	(3,920)
Other	1,844	3,394	1,551
Net cash used in investing activities	(8,921)	(11,290)	(2,369)
Net increase (decrease) in short-term loans	(20,145)	(6,357)	13,789
Cash dividends paid	(5,336)	(8,557)	(3,221)
Other	(1,378)	(1,338)	40
Net cash used in financing activities	(26,860)	(16,252)	10,608
Other	604	(719)	(1,323)
Cash and cash equivalents at beginning of period	76,418	90,324	13,906
Cash and cash equivalents at end of period	81,939	55,227	(26,712)