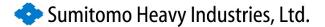
# Sumitomo Heavy Industries, Ltd.

#### FIRST QUARTER CONSOLIDATED FINANCIAL REPORT

For the Three-Month Period from April 1 to June 30, 2017

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 First Quarter Ended June 30, 2017 Presented July 31, 2017

# Sumitomo Heavy Industries, Ltd.

Listed exchanges	Tokyo Stock Exchange
Stock code	6302
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Scheduled reporting date for quarterly report	August 8, 2017
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 2017 First Quarter Consolidated Results (April 1, 2017, to June 30, 2017)

# (1) Business Results

			(Units: mil	lions of yen)
	First Quart April 1 to June 3		Previous First April 1 to June	
	%	b change	q	% change
Net sales	167,299	9.8	152,298	(0.3)
Operating income	11,850	52.2	7,786	0.4
Ordinary income	12,310	72.4	7,139	2.1
Net income attributed to shareholders of the parent company	8,606	68.7	5,102	15.5
Net income per share (yen)	14.04		8.33	
Fully diluted net income per share (yen)	_		_	

Note: Comprehensive income

Fiscal quarter ended June 30, 2017: 5,882 million yen, -%Fiscal quarter ended June 30, 2016: (1,793 million yen), (175.8%)



(Units: millions of ven)

### (2) Financial Position

	End of First Quarter As of June 30, 2017	End of Previous Full Year As of March 31, 2017
Total assets	813,743	796,484
Total net assets	409,100	409,171
Equity ratio (%)	48.9	50.0

Reference: Equity

Fiscal quarter ended June 30, 2017: 397,802 million yen Fiscal year ended March 31, 2017: 398,601 million yen

# 2. Dividends

			(Units: yen)
	Year Ended March 31, 2017	Year Ending March 31, 2018	Year Ending March 31, 2018 (forecast)
Annual dividends per share			
First quarter	—	—	
Second quarter	7.00		8.00
Third quarter	—		-
End of term	9.00		40.00
Annual dividends	16.00		_

Note 1: Changes from the most recent dividend forecast: None

Note 2: The Company plans to carry out a 5-to-1 reverse stock split for its common shares with an effective date of October 1, 2017. The projected year-end dividend amount for the period ending March 2018 specified above takes into account the proposed reverse stock split. If the reverse stock split is not taken into account, the projected year-end dividend for the period ending March 2018 would be JPY8.00, and the full-year dividend per share would total JPY16.00. For further details, please refer to the summarized information provided in the section entitled, "Explanations and Other Specific Items for the Proper Review of the Financial Projections".

# 3. FY 2017 Consolidated Forecasts (April 1, 2017, to March 31, 2018)

(Units: millions of y				millions of yen)
	Second Quarter (Cumulative) April 1, 2017, to September 30, 2017		Full Ye April 1, 2017, to M	
	c	% change		% change
Net sales	347,000	9.2	710,000	5.3
Operating income	23,000	23.5	51,000	5.3
Ordinary income	22,000	20.6	49,000	1.5
Net income attributed to shareholders of the parent company	14,000	6.9	32,000	(4.8)
Projected net income per share (yen)	22.85		261.11	

Note 1: Changes from the most recent consolidated forecast: None

Note 2: Please note that the reverse stock split has already been taken into account for the FY2017 net income per share amount specified above in the consolidated financial forecast for the period ending March 2018. If the reverse stock split is not taken into account, the FY2017 net income per share forecast for the period ending March 2018 would be JPY52.22. For further details, please refer to the summarized information provided in the section entitled, "Explanations and Other Specific Items for the Proper Review of the Financial Projections".



# **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 June 30, 2017	614,527,405 shares
As of March 31, 2017	614,527,405 shares

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

As of June 30, 2017	1,753,897 shares
As of March 31, 2017	1,741,792 shares

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

As of June 30, 2017	612,777,154 shares
As of June 30, 2016	612,873,634 shares

- \* The Quarterly Summary of Financial Results is not subject to the Quarterly Review
- \* Explanations and Other Special Items regarding the Pertinent Reasons for the Earnings Forecast
  - (Notes Regarding Forward Looking Statements)

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.

#### (Implementation of the Reverse Stock Split)

At a Board of Directors meeting held on May 26, 2017, the board members of SHI agreed to propose a resolution at the 121st Ordinary General Shareholders Meeting that was held on June 29, 2017 to carry out a reverse stock split of the Company's shares. At this Ordinary General Shareholders Meeting, the resolution passed and now the Company is planning to effect a 5-to-1 reverse stock split of its common shares on October 1, 2017. Without the reverse stock split, the dividend forecast and the consolidated financial forecast for the period ending March 2018 would be as follows:

(i) Dividend Forecast for the Period Ending March 2018

Dividend per share

End of Second Quarter	JPY8.00
End of Fiscal Year	JPY8.00

(ii) Consolidated Financial Forecast for the Period Ending March 2018

#### Net income per share

Full Year	JPY52.22
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# 1. Qualitative Information regarding Current Quarterly Consolidated Business Performance

### (1) Explanation of Business Performance

During the first quarter of the current consolidated fiscal year under review, the domestic economy showed continued signs of recovery as corporate manufacturing activity trended positively against a backdrop of increased export levels, and a slight increase in personal consumption levels. In overseas markets, the recovery of the US economy continued to progress as personal consumption levels remained steady, and capital investment levels show signs of recovery; an indicator of improving corporate performance. Europe also continued to show signs of a gentle economic recovery with increasing exports and the bottoming out of personal consumption levels. In China, the continuing strategy to prop up the economy with public-sector investment coupled with the recovery in private-sector demand and export levels resulted in stable growth. Finally, emerging markets also showed steady levels of recovery as domestic demand bounced back and exports to developing countries increased. In overall terms, the global economy is in a state of gentle recovery, but lacking clarity in its future direction mainly due to the risk of political and regulatory uncertainty in the US and Europe, the risk of a slowdown of the Chinese economy, and rising geopolitical risks in the Middle East as well as East Asia.

Under these conditions, orders increased across all segments of the Group with the exception of the Ships, and Environmental Facilities and Plant segment. On a consolidated basis, the Group posted an order figure of JPY184.5 billion, a 9% increase as compared to the same period last year (hereinafter referred to as the "previous term"). Sales also increased across all segments with the exception of the Industrial Machinery, and Others segments. In total, the Group posted a sales figure of JPY167.3 billion, a 10% increase as compared to the previous term.

Turning to income, the drop in profits from the Industrial Machinery and Environmental Facilities and Plant segments was offset by increases from other segments. As a result, operating income was JPY11.9 billion, a 52% increase as compared to the previous term, and ordinary income was JPY12.3 billion, a 72% increase as compared to the previous term. Quarterly net income attributable to the shareholders of the parent company also increased by 69% as compared to the previous term to finish at JPY8.6 billion.

As published on June 26, 2017, the energy plant business of the Environmental Facilities and Plant segment made a move to acquire Amec Foster Wheeler plc's (Head Office: United Kingdom; hereinafter referred to as "AFW") circulating fluidized bed (CFB) boiler business. In line with the acquisition, the share purchase of FW Energy B.V. (Head Office: The Netherlands; hereinafter referred to as "FW") was completed on June 23, 2017 (local time in the Netherlands), and subsequently FW became a wholly-owned subsidiary of the Company. By acquiring the technology and know-how behind AFW's CFB boiler business, it will enable the Company to supply customers with more advanced technology, and expand the business on a global scale.

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

#### 1. Machinery Components

The market for small-to-medium scale gear reducers from the domestic, US, Europe and China markets showed positivity, along with the market for precision gear reducers for use in robots. As a result, orders and sales increased as compared to the previous term. In actual figures, the segment received orders worth JPY27.8 billion, a rise of 10% as compared to the previous term, and posted sales of JPY24.7 billion, a rise of 4% as compared to the previous term. Further, the segment posted operating income of JPY2.4 billion.

#### 2. Precision Machinery

With respect to plastics machinery, strong market conditions in Europe along with an increase in demand from the electric and electronic sector in China resulted in an overall increase in orders and sales as compared to the previous term. In other product areas, both orders and sales increased mainly due to the recovery in demand for cryogenic equipment and semiconductor-related equipment. In actual figures, the segment received orders worth JPY43.4 billion, a rise of 25% as compared to the previous term, and posted sales of JPY37.1 billion, a rise of 11% as compared to the previous term. Further, the segment posted operating income of JPY36 billion.

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#### 3. Construction Machinery

With regard to the hydraulic excavator business, both orders and sales increased as compared to the previous term mainly due to a rise in demand from the domestic and China markets. As for the mobile crane business, although the long-term stagnation of the North American market remained in place, both orders and sales increased as compared to the previous term due to the subsidiarization of Hitachi Sumitomo Heavy Industries Construction Crane Co., Ltd. In actual figures, the segment received orders worth JPY64.4 billion, a rise of 47% as compared to the previous term, and posted sales of JPY56.5 billion, a rise of 20% as compared to the previous term. Further, the segment posted operating income of JPY2.8 billion.

#### 4. Industrial Machinery

Orders increased as compared to the previous term as the demand for forging presses in the industrial machinery business increased, and the market trended positively in the material handing business. Sales, however, decreased as compared to the previous term despite an increase in forging press sales in the industrial machinery business. The drop is primarily attributed to the decrease in large-scale orders in the material handling business as compared to the previous term. In actual figures, the segment received orders worth JPY21.0 billion, a rise of 5% as compared to the previous term, and posted sales of JPY20.3 billion, a fall of 2% as compared to the previous term. Further, the segment posted operating income of JPY1.5 billion.

#### 5. Ships

The slowdown in market conditions continues in the Ships segment which meant that no orders for new vessels were secured during the current quarter under review, equaling the total from the previous term. On the other hand, two vessels were delivered during the current quarter under review as compared to only one vessel handed over in the previous term. In actual figures, the segment received orders worth JPY3.3 billion, a fall of 25% as compared to the previous term, and posted sales of JPY8.8 billion, a rise of 17% as compared to the previous term. Further, the segment posted operating income of JPY1.1 billion.

#### 6. Environmental Facilities & Plants

Orders in the energy plant business dropped as compared to the previous term mainly due to the fact that an order for Japan's largest biomass-fueled power generation plant was secured during the previous term. On the other hand, orders increased in the water treatment plant business mainly because of strong demand for the construction of new facilities as well as refurbishment projects. In actual figures, the segment received orders worth JPY22.9 billion, a fall of 42% as compared to the previous term, and posted sales of JPY18.2 billion, which was flat as compared to the previous term. Further, the segment posted an operating loss of JPY0.0 billion.

#### 7. Other

The Other segment received orders worth JPY1.9 billion, a rise of 5% as compared to the previous term, and posted sales of JPY1.7 billion, a fall of 2% as compared to the previous term. Further, the segment posted operating income of JPY0.5 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 first quarter of the current consolidated fiscal year under review (ended June 30, 2017) amounted to JPY813.7 billion, an increase of JPY17.3 billion as compared to the end of the previous consolidated fiscal year. This was mainly due to increases of JPY9.8 billion in inventory assets and JPY25.5 billion in intangible assets offsetting a decrease of JPY13.9 billion in trade notes and accounts receivable.

Total liabilities rose to JPY404.6 billion, an increase of JPY17.3 billion as compared to the end of the previous consolidated fiscal year. This was mainly due to increases of JPY18.9 billion in notes and accounts payable and JPY6.0 billion in advance payments received on contracts offsetting the decrease of JPY9.1 billion in the balance of interest-bearing liabilities.

Net assets to JPY409.1 billion, a decrease of JPY0.1 billion as compared to the end of the previous consolidated fiscal year. This was mainly due to decrease of JPY4.4 billion in the foreign currency translation adjustment account.



As a result of the above, the shareholders' equity ratio fell by 1.1 points from the end of the previous consolidated fiscal year to finish at 48.9%.

#### 2. Cash Flow Condition

The increase in cash flow from operating activities was JPY29.6 billion (as compared to a increase in cash flow of JPY8.0 billion in the previous term). When broken down, the main components of the proceeds were JPY12.2 billion in quarterly net income before tax and other adjustments, and the JPY28.4 billion reduction in trade receivables. The main sources of the outflow of cash were the JPY11.4 billion increase in inventory assets and the JPY7.5 billion payment of corporate and other taxes.

The decrease in cash flow as a result of investing activities was JPY18.7 billion (as compared to a decrease in cash flow of JPY5.1 billion in the previous term). The main reason for the cash outflow was the JPY13.6 billion used to acquire the shares of affiliated companies.

The decrease in cash flow as a result of financing activities was JPY14.7 billion (as compared to a decrease in cash flow of JPY8.9 billion in the previous term). The main reasons for the cash outflow were the JPY8.2 billion (net amount with cash inflow of loans) used to repay loans and the JPY5.3 billion used to pay dividends.

As a result of the foregoing, the balance of cash and cash equivalents at the end of the first quarter of the current consolidated fiscal year under review totaled JPY57.1 billion, a decrease of JPY3.9 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, 2018, which was published along with the earnings summary on May 9, 2017.

Please note that from the second quarter of the current consolidated fiscal year, the main exchange rates are assumed to be USD1 = JPY110 and EUR1 = JPY125.



# 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. Quarterly Consolidated Financial Statements and Key Explanatory Notes

### (1) Quarterly Consolidated Balance Sheets

(Units: millions of yen)

	End of Previous Fiscal Year As of March 31, 2017	End of First Quarter As of June 30, 2017	
	Amount	Amount	
Assets			
Cash and deposits	63,820	59,528	
Notes and accounts receivable	242,459	228,585	
Inventory assets	162,737	172,537	
Other	42,366	41,648	
Allowance for doubtful accounts	(3,735)	(3,906)	
Current assets	507,648	498,393	
Land	107,762	107,913	
Other (net)	119,979	120,001	
Total tangible assets	227,741	227,915	
Other	15,243	40,711	
Total intangible assets	15,243	40,711	
Other	51,017	52,055	
Allowance for doubtful accounts	(5,164)	(5,331)	
Investments and other assets	45,853	46,724	
Fixed assets	288,837	315,350	
Total assets	796,484	813,743	

(Units: millions of yen)

	End of Previous Fiscal Year As of March 31, 2017	End of First Quarter As of June 30, 2017		
	Amount	Amount		
Liabilities				
Notes and accounts payable	147,318	166,256		
Short-term bank loans	36,711	32,920		
Long-term loans due within one year	1,481	1,287		
Commercial Paper	5,000	_		
Allowance for guaranteed construction	9,609	13,019		
Other allowance amount	3,711	3,323		
Other	86,755	91,662		
Current liabilities	290,585	308,467		
Bonds	10,000	10,000		
Long-term debt due after one year	7,268	7,104		
Allowance	159	157		
Defined benefit liability	44,853	43,647		
Deferred income taxes on revaluation	20,942	20,869		
Other	13,505	14,399		
Total fixed liabilities	96,728	96,176		
Total liabilities	387,313	404,643		
Net assets				
Common stock	30,872	30,872		
Capital surplus	25,267	25,267		
Retained earnings	289,587	292,828		
Treasury stock	(915)	(924)		
Total shareholders' equity	344,810	348,042		
Unrealized gains on securities	4,128	4,565		
Profit (loss) on deferred hedge	320	305		
Revaluation reserve for land	41,289	41,146		
Foreign currency translation adjustments	13,824	9,419		
Re-measurement of defined benefit plans	(5,770)	(5,674)		
Total accumulated other comprehensive income	53,791	49,760		
Non-controlling interest	10,570	11,298		
Total net assets	409,171	409,100		
Total liabilities and net assets	796,484	813,743		

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

		(Units: millions of yen)	
	Previous First Quarter April 1, 2016, to June 30, 2016	Present First Quarter April 1, 2017, to June 30, 2017	
	Amount	Amount	
Net sales	152,298	167,299	
Cost of sales	117,532	126,522	
Gross income	34,767	40,777	
Selling, general & administrative expenses	26,980	28,927	
Operating income	7,786	11,850	
Non-operating income			
Interest income	89	136	
Dividend income	466	423	
Other	585	1,034	
Total non-operating income	1,139	1,593	
Non-operating expenses			
Interest expense	380	288	
Loss on foreign currency exchange	462	79	
Other	945	765	
Total non-operating expenses	1,787	1,133	
Ordinary income	7,139	12,310	
Extraordinary losses			
Loss on impaired assets	10	72	
Total extraordinary losses	10	72	
Income before income taxes	7,129	12,238	
Corporate income taxes	2,047	3,344	
Net income	5,082	8,894	
Net income (or loss) attributable to non-controlling interests	(20)	288	
Net income attributed to shareholders of the parent company	5,102	8,606	



### **Consolidated Statement of Comprehensive Income**

		(Units: millions of yen)
	Previous First Quarter April 1, 2016, to June 30, 2016	Present First Quarter April 1, 2017, to June 30, 2017
	Amount	Amount
Net income	5,082	8,894
Other comprehensive income		
Unrealized gains on securities	(628)	419
Profit (loss) on deferred hedge	1,750	22
Revaluation reserve for land	_	7
Foreign currency translation adjustments	(8,413)	(3,536)
Adjustment to retirement benefits	413	92
Amount applied for equity method accounting of affiliates	3	(16)
Total other comprehensive income	(6,875)	(3,012)
Comprehensive income	(1,793)	5,882
(Breakdown)		
Comprehensive income relating to parent company shareholdings	(1,686)	4,725
Quarterly comprehensive income relating to non-controlling interests	(108)	1,157

# (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 Operating Income, and Balance of Orders by Segment Orders

			(Units: m	illions of yen)
Segment	April 1, 2016, to June 30, 2016	April 1, 2017, to June 30, 2017	Y/Y CI	nange
	Amount	Amount	Amount	%
Machinery Components	25,303	27,756	2,453	9.7
Precision Machinery	34,758	43,412	8,655	24.9
Construction Machinery	43,690	64,415	20,726	47.4
Industrial Machinery	20,005	20,959	954	4.8
Ships	4,334	3,263	(1,071)	(24.7)
Environmental Facilities & Plants	39,301	22,883	(16,419)	(41.8)
Other	1,764	1,852	88	5.0
Total	169,154	184,540	15,386	9.1

# Sales and Operating Income

(Units: millions of ye					illions of yen)		
Segment		April 1, 2016, to June 30, 2016		April 1, 2017, to June 30, 2017		Y/Y Change	
	Sales	Operating Income	Sales	Operating Income	Sales	Operating Income	
Machinery Components	23,706	1,810	24,712	2,362	1,006	551	
Precision Machinery	33,396	3,092	37,101	3,643	3,704	551	
Construction Machinery	47,120	420	56,495	2,828	9,375	2,409	
Industrial Machinery	20,704	1,927	20,312	1,464	(391)	(463)	
Ships	7,521	114	8,778	1,075	1,257	961	
Environmental Facilities & Plants	18,106	37	18,196	(31)	90	(68)	
Other	1,746	411	1,704	500	(41)	89	
Adjustments	_	(25)	_	9	_	34	
Total	152,298	7,786	167,299	11,850	15,001	4,064	



### **Balance of Orders Received**

Segment	End of Previous Fiscal Year As of March 31, 2017	End of First Quarter As of June 30, 2017	Change	
	Amount	Amount	Amount	%
Machinery Components	25,893	28,937	3,044	11.8
Precision Machinery	54,118	60,429	6,312	11.7
Construction Machinery	53,286	61,207	7,921	14.9
Industrial Machinery	95,063	95,710	647	0.7
Ships	53,908	48,393	(5,516)	(10.2)
Environmental Facilities & Plants	140,257	144,944	4,687	3.3
Other	1,589	1,737	148	9.3
Total	424,114	441,356	17,242	4.1

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, 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

(Units: millions of yen)					
	Previous First Quarter April 1, 2016, to June 30, 2016	Present First Quarter April 1, 2017, to June 30, 2017	Y/Y Change		
Income before income taxes	7,129	12,238	5,109		
Depreciation	5,019	5,320	301		
(Increase) decrease in notes and accounts receivable	23,467	28,361	4,894		
(Increase) decrease in inventories	(9,785)	(11,420)	(1,635)		
Increase (decrease) in notes and accounts payable	(4,671)	2,965	7,636		
Payments for income taxes	(4,674)	(7,503)	(2,829)		
Other	(8,508)	(342)	8,166		
Net cash provided by operating activities	7,977	29,618	21,641		
Payments for purchases of property, plant, and equipment	(4,799)	(5,860)	(1,061)		
Other	(328)	(12,795)	(12,467)		
Net cash used in investing activities	(5,127)	(18,654)	(13,527)		
Net increase (decrease) in short-term loans	(3,017)	(8,155)	(5,138)		
Cash dividends paid	(5,278)	(5,328)	(50)		
Other	(622)	(1,184)	(563)		
Net cash used in financing activities	(8,916)	(14,667)	(5,751)		
Other	(1,541)	(168)	1,373		
Cash and cash equivalents at beginning of period	68,625	61,017	(7,608)		
Cash and cash equivalents at end of period	61,017	57,146	(3,871)		