

Summary of Consolidated Financial Results

For the Second Quarter Ended September 30, 2017
Presented October 31, 2017

Sumitomo Heavy Industries, Ltd.

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Scheduled reporting date for quarterly report	November 8, 2017
Scheduled date of payment of cash dividends	December 1, 2017
Availability of supplementary explanations for quarterly financial statement	Yes
Holding of meeting to explain quarterly financial statement	Yes (for analysts)

1. FY 2017 Second Quarter Consolidated Results (April 1, 2017, to September 30, 2017)

(1) Business Results

(Units: millions of yen)

	Second Qua April 1 to Septemb		Previous Sec April 1 to Septe	
	9	6 change		% change
Net sales	355,319	11.8	317,828	(1.5)
Operating income	28,982	55.6	18,620	1.4
Ordinary income	28,925	58.6	18,238	8.5
Net income attributed to shareholders of the parent company	19,769	50.9	13,102	14.3
Net income per share (yen)	32.26		21.	38
Fully diluted net income per share (yen)	_		_	-

Note: Comprehensive income

Fiscal quarter ended September 30, 2017: 20,271 million yen, -% Fiscal quarter ended September 30, 2016: (5,244 million yen), (151.0%)



(2) Financial Position

(Units: millions of yen)

	End of Second Quarter As of September 30, 2017	End of Previous Full Year As of March 31, 2017
Total assets	828,492	796,484
Total net assets	423,447	409,171
Equity ratio (%)	49.7	50.0

Reference: Equity

Fiscal quarter ended September 30, 2017: 411,404 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 carried out a 5-to-1 reverse stock split for its common shares with an effective date of October 1, 2017. As such, the projected year-end dividend amount for the period ending March 2018 specified above takes into account the 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.

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

(Units: millions of yen)

	Full Year April 1, 2017, to March 31, 2018		
	C	% change	
Net sales	780,000	15.7	
Operating income	60,000	23.9	
Ordinary income	59,000	22.2	
Net income attributed to shareholders of the parent company	39,000	16.0	
Projected net income per share (yen)	318.24		

Note 1: Changes from the most recent consolidated forecast: Yes

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 JPY63.65.



Additional Notes

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

consolidation):

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 September 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 September 30, 2017 1,782,130 shares As of March 31, 2017 1,741,792 shares

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

As of September 30, 2017 612,766,685 shares As of September 30, 2016 612,855,233 shares

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.

^{*} 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



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1. Qualitative Information regarding Current Quarterly Consolidated Business Performance

(1) Explanation of Business Performance

During the second quarter of the current consolidated fiscal year under review, the domestic economy showed continued signs of recovery as capital investment levels trended positively and personal consumption levels exhibited a gentle increase. In overseas markets, the recovery of the US economy continued to progress strongly as personal consumption levels increased, and capital investment levels showed gentle signs of recovery. Europe also continued to show signs of a gentle economic recovery with increasing export levels and other factors. In China, the recovery in private-sector demand and export levels resulted in stable growth. Finally, emerging markets also showed steady levels of recovery as in-country demand bounced back and exports to other developing countries increased. In overall terms, the global economy is in a state of gentle recovery. However, risks including future political and regulatory uncertainty as well as geopolitical concerns specifically with regard to the Korean peninsula remain.

Under these conditions, orders increased across all segments of the Group with the exception of the Industrial Machinery, and Environmental Facilities and Plants segments. On a consolidated basis, the Group posted an order figure of JPY385.8 billion, a 15% 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 Environmental Facilities and Plants segments. In total, the Group posted a sales figure of JPY355.3 billion, an increase of 12% as compared to the previous term.

Turning to income, the drop in profits from the Industrial Machinery and Environmental Facilities and Plants segments was offset by increases from all other segments. As a result, operating income was JPY29.0 billion, a 56% increase as compared to the previous term, and ordinary income was JPY28.9 billion, a 59% increase as compared to the previous term. Quarterly net income attributable to the shareholders of the parent company also increased by 51% as compared to the previous term to finish at JPY19.8 billion.

As published on June 26, 2017, the energy plant business of the Environmental Facilities and Plants 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 Energie 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 in Japan, US, Europe and China showed robust growth, along with the market for precision gear reducers for use in robotics. In addition, market conditions for large-scale gear reducers showed signs of improvement. As a result, orders and sales increased as compared to the previous term. In actual figures, the segment received orders worth JPY56.1 billion, a rise of 11% as compared to the previous term, and posted sales of JPY51.2 billion, a rise of 5% as compared to the previous term. Further, the segment posted operating income of JPY5.3 billion.

2. Precision Machinery

With respect to plastics machinery, strong market conditions in Europe and Japan 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 JPY86.5 billion, a rise of 19% as compared to the previous term, and posted sales of JPY76.8 billion, a rise of 10% as compared to the previous term. Further, the segment posted operating income of JPY7.8 billion.



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, the recovery in demand from the North American market as well as the impact from the subsidiarization of Hitachi Sumitomo Heavy Industries Construction Crane Co., Ltd. resulted in an increase in both orders and sales as compared to the previous term. In actual figures, the segment received orders worth JPY122.4 billion, a rise of 53% as compared to the previous term, and posted sales of JPY125.6 billion, a rise of 41% as compared to the previous term. Further, the segment posted operating income of JPY8.3 billion.

4. Industrial Machinery

Although order levels for forging presses in the industrial machinery business increased, the same could not be said for the material handling and turbine businesses. As a result, overall orders decreased as compared to the previous term. Sales also fell as compared to the previous term as the increase for medical-related equipment in the industrial machinery business was not able to offset declines in the material handling and turbine businesses. In actual figures, the segment received orders worth JPY40.2 billion, a fall of 15% as compared to the previous term, and posted sales of JPY38.5 billion, a fall of 19% as compared to the previous term. Further, the segment posted operating income of JPY3.0 billion.

5. Ships

The slowdown in market conditions continued 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, three vessels were delivered during the first half under review as compared to the two vessels delivered in the previous term. In actual figures, the segment received orders worth JPY7.9 billion, which was approximately the same level as the previous term, and posted sales of JPY18.3 billion, a rise of 24% as compared to the previous term. Further, the segment posted operating income of JPY2.0 billion.

6. Environmental Facilities & Plants

Despite an increase in demand for biomass-fueled power generation plants, orders in the energy plant business dropped as compared to the previous term mainly due to declining demand for large-scale ash treatment plants. 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 overall terms, the segment posted lower than previous term figures for orders. Overall sales also fell as compared to the previous term as the increase in orders from the water treatment plant business was not able to offset the decrease in the energy plant business. In actual figures, the segment received orders worth JPY68.8 billion, a fall of 7% as compared to the previous term, and posted sales of JPY41.0 billion, a fall of 8% as compared to the previous term. Further, the segment posted operating income of JPY1.6 billion.

7. Other

The Other segment received orders worth JPY3.8 billion, a rise of 1% as compared to the previous term, and posted sales of JPY3.9 billion, a rise of 1% as compared to the previous term. Further, the segment posted operating income of JPY1.1 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 second quarter of the current consolidated fiscal year under review (ended September 30, 2017) amounted to JPY828.5 billion, an increase of JPY32.0 billion as compared to the end of the previous consolidated fiscal year. This was mainly due to increases of JPY9.7 billion in inventory assets and JPY28.5 billion in goodwill offsetting a decrease of JPY13.0 billion in notes and accounts receivable.

Total liabilities rose to JPY405.0 billion, an increase of JPY17.7 billion as compared to the end of the previous consolidated fiscal year. This was mainly due to the increases of JPY19.0 billion in notes and accounts payable and JPY3.0 billion in advances received offsetting the decrease of JPY11.4 billion in the balance of interest-bearing liabilities.

Net assets increased by JPY14.3 billion as compared to the end of the previous consolidated fiscal year to finish at JPY423.4 billion. This was mainly due to the JPY14.4 billion increase in retained earnings.

(Units: millions of yen)



As a result of the above, the shareholders' equity ratio fell by 0.3 points from the end of the previous consolidated fiscal year to finish at 49.7%.

2. Cash Flow Condition

The increase in cash flow from operating activities was JPY45.0 billion (as compared to an increase in cash flow of JPY17.8 billion in the previous term). When broken down, the main components of the proceeds were JPY28.8 billion in quarterly net income before tax and other adjustments, and the JPY25.7 billion reduction in notes and accounts receivables. The main sources of the outflow of cash were the JPY11.5 billion increase in inventory assets and the JPY9.4 billion payment of corporate and other taxes.

The decrease in cash flow as a result of investing activities was JPY25.2 billion (as compared to a decrease in cash flow of JPY10.1 billion in the previous term). The main reasons for the cash outflow was the JPY14.5 billion used to acquire the shares of subsidiaries associated with a change in the scope of consolidation and the JPY12.9 billion used to acquire fixed assets.

The decrease in cash flow as a result of financing activities was JPY18.7 billion (as compared to a decrease in cash flow of JPY13.7 billion in the previous term). The main reasons for the cash outflow were the JPY11.4 billion (net amount with cash inflow of loans) used to repay loans and the JPY5.5 billion used to pay dividends.

As a result of the foregoing, the balance of cash and cash equivalents at the end of the second quarter of the current consolidated fiscal year under review totaled JPY61.1 billion, an increase of JPY2.5 billion as compared to the end of the previous consolidated fiscal year.

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

The consolidated earnings forecast for the full-year ending March 31, 2018 that was previously released in conjunction with the Financial Report dated May 9, 2017 has been revised as follows:

(Full-Year Ending March 31, 2018)

	Previous Forecast (A)	Current Forecast (B)	Increase or Decrease (B-A)	Percent Increase or Decrease (%)	Previous Year Performance (for reference)
Net sales	710,000	780,000	70,000	9.9	674,328
Operating income	51,000	60,000	9,000	17.6	48,431
Ordinary income	49,000	59,000	10,000	20.4	48,274
Net income attributed to shareholders of the parent company	32,000	39,000	7,000	21.9	33,613
Projected net income per share (yen)	261.11	318.24	_	_	274.24

Note As previously announced, a 5-to-1 reverse stock split for common shares was carried out on October 1, 2017. The quarterly net income per share figures in the above table are shown on a provisional basis as if the reverse stock split was carried out at the beginning of the fiscal year.

The consolidated financial forecast for the period ending March 2018 that was previously published on May 9, 2017 has been revised upwards for sales, operating income, ordinary income and quarterly net income attributable to the shareholders of the parent company due to several factors. These include the increase in demand seen in the hydraulic excavator business, improving market conditions for small-to-medium scale gear reducers, precision gear reducers for use in robotics, and plastics machinery, and the consolidation of the newly acquired boiler business.

Please note that from the third quarter of the current consolidated fiscal year, the main exchange rates are assumed to be USD1 = JPY110 and EUR1 = JPY130.



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

	End of Previous Fiscal Year	End of Second Quarter
	As of March 31, 2017	As of September 30, 2017
	Amount	Amount
Assets		
Cash and deposits	63,820	63,537
Notes and accounts receivable	242,459	229,447
Inventory assets	162,737	172,449
Other	42,366	43,848
Allowance for doubtful accounts	(3,735)	(3,877)
Current assets	507,648	505,404
Land	107,762	108,021
Other (net)	119,979	123,579
Total tangible assets	227,741	231,600
Goodwill	1,982	30,480
Other	13,261	15,731
Total intangible assets	15,243	46,211
Other	51,017	50,852
Allowance for doubtful accounts	(5,164)	(5,574)
Investments and other assets	45,853	45,278
Fixed assets	288,837	323,088
Total assets	796,484	828,492

	End of Previous Fiscal Year As of March 31, 2017	End of Second Quarter As of September 30, 2017
	Amount	Amount
Liabilities		
Notes and accounts payable	147,318	166,319
Short-term bank loans	36,711	30,572
Long-term loans due within one year	1,481	6,952
Commercial Paper	5,000	_
Allowance for guaranteed construction	9,609	13,234
Other allowance amount	3,711	3,027
Other	86,755	93,985
Current liabilities	290,585	314,091
Bonds	10,000	10,000
Long-term debt due after one year	7,268	1,558
Allowance	159	155
Defined benefit liability	44,853	42,893
Deferred income taxes on revaluation	20,942	20,869
Other	13,505	15,479
Total fixed liabilities	96,728	90,954
Total liabilities	387,313	405,045
Net assets		
Common stock	30,872	30,872
Capital surplus	25,267	25,267
Retained earnings	289,587	303,991
Treasury stock	(915)	(948)
Total shareholders' equity	344,810	359,182
Unrealized gains on securities	4,128	5,404
Profit (loss) on deferred hedge	320	179
Revaluation reserve for land	41,289	41,146
Foreign currency translation adjustments	13,824	10,434
Re-measurement of defined benefit plans	(5,770)	(4,941)
Total accumulated other comprehensive income	53,791	52,222
Non-controlling interest	10,570	12,044
Total net assets	409,171	423,447
Total liabilities and net assets	796,484	828,492



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

	(ones: minoris or year)			
	Previous Second Quarter April 1, 2016, to September 30, 2016	Present Second Quarter April 1, 2017, to September 30, 2017		
	Amount	Amount		
Net sales	317,828	355,319		
Cost of sales	244,886	268,015		
Gross income	72,941	87,304		
Selling, general & administrative expenses	54,321	58,322		
Operating income	18,620	28,982		
Non-operating income				
Interest income	214	245		
Dividend income	537	590		
Other	1,910	1,639		
Total non-operating income	2,660	2,474		
Non-operating expenses				
Interest expense	735	517		
Loss on foreign currency exchange	304	319		
Other	2,004	1,695		
Total non-operating expenses	3,042	2,532		
Ordinary income	18,238	28,925		
Extraordinary losses				
Loss on impaired assets	16	114		
Total extraordinary losses	16	114		
Income before income taxes	18,222	28,811		
Corporate income taxes	5,402	8,002		
Net income	12,820	20,809		
Net income (or loss) attributable to non-controlling interests	(282)	1,040		
Net income attributed to shareholders of the parent company	13,102	19,769		



Consolidated Statement of Comprehensive Income

(Units: millions of yen)

	Previous Second Quarter April 1, 2016, to September 30, 2016	Present Second Quarter April 1, 2017, to September 30, 2017
	Amount	Amount
Net income	12,820	20,809
Other comprehensive income		
Unrealized gains on securities	2	1,259
Profit (loss) on deferred hedge	2,049	(117)
Revaluation reserve for land	_	7
Foreign currency translation adjustments	(21,236)	(2,508)
Adjustment to retirement benefits	1,144	821
Amount applied for equity method accounting of affiliates	(23)	1
Total other comprehensive income	(18,064)	(538)
Comprehensive income	(5,244)	20,271
(Breakdown)		
Comprehensive income relating to parent company shareholdings	(4,773)	18,350
Comprehensive income relating to non- controlling interests	(471)	1,920

(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)

Consolidation of shares and other matters

At a Board of Directors meeting held on May 29, 2017, the board members of the Company 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 executed a 5-to-1 reverse stock split of its common shares with an effective date of October 1, 2017.



4. Supplementary Information

(1) Orders, Sales and Operating Income, and Balance of Orders by Segment Orders

(Units: millions of yen)

Segment	April 1, 2016, to September 30, 2016	April 1, 2017, to September 30, 2017	Y/Y Change	
	Amount	Amount	Amount	%
Machinery Components	50,651	56,128	5,477	10.8
Precision Machinery	72,754	86,472	13,718	18.9
Construction Machinery	80,159	122,424	42,265	52.7
Industrial Machinery	47,304	40,155	(7,149)	(15.1)
Ships	7,896	7,928	32	0.4
Environmental Facilities & Plants	74,029	68,847	(5,182)	(7.0)
Other	3,786	3,828	42	1.1
Total	336,579	385,781	49,202	14.6

Sales and Operating Income

Segment	April 1, 2016, to September 30, 2016		April 1, 2017, to September 30, 2017		Y/Y Change	
	Sales	Operating Income	Sales	Operating Income	Sales	Operating Income
Machinery Components	48,900	4,084	51,246	5,272	2,346	1,188
Precision Machinery	69,638	7,167	76,815	7,768	7,177	601
Construction Machinery	88,796	(665)	125,620	8,280	36,823	8,945
Industrial Machinery	47,514	4,534	38,498	2,986	(9,016)	(1,548)
Ships	14,760	575	18,250	2,024	3,490	1,450
Environmental Facilities & Plants	44,386	2,061	41,034	1,590	(3,352)	(471)
Other	3,833	881	3,856	1,059	22	178
Adjustments	_	(16)	_	3	_	19
Total	317,828	18,620	355,319	28,982	37,491	10,362



Balance of Orders Received

(Units: millions of yen)

Segment	End of Previous Fiscal Year As of March 31, 2017	End of Second Quarter As of September 30, 2017	Change	
	Amount	Amount	Amount	%
Machinery Components	26,304	31,186	4,882	18.6
Precision Machinery	55,403	65,060	9,657	17.4
Construction Machinery	53,263	50,067	(3,196)	(6.0)
Industrial Machinery	95,060	96,717	1,657	1.7
Ships	53,780	43,458	(10,322)	(19.2)
Environmental Facilities & Plants	140,220	168,033	27,813	19.8
Other	1,589	1,561	(28)	(1.7)
Total	425,619	456,081	30,462	7.2

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	lon 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

	(======================================		
	Previous Second Quarter April 1, 2016 to September 30, 2016	Present Second Quarter April 1, 2017, to September 30, 2017	Y/Y Change
Income before income taxes	18,222	28,811	10,588
Depreciation	9,976	10,696	720
(Increase) decrease in notes and accounts receivable	20,293	25,740	5,447
(Increase) decrease in inventories	(9,924)	(11,549)	(1,626)
Increase (decrease) in notes and accounts payable	(6,624)	1,176	7,800
Payments for income taxes	(9,664)	(9,428)	236
Other	(4,508)	(398)	4,110
Net cash provided by operating activities	17,771	45,047	27,276
Payments for purchases of property, plant, and equipment	(10,414)	(12,859)	(2,445)
Other	303	(12,309)	(12,612)
Net cash used in investing activities	(10,112)	(25,168)	(15,057)
Net increase (decrease) in short-term loans	(6,979)	(11,364)	(4,385)
Cash dividends paid	(5,509)	(5,509)	(0)
Other	(1,178)	(1,800)	(622)
Net cash used in financing activities	(13,666)	(18,672)	(5,006)
Other	(3,985)	(1,124)	2,861
Cash and cash equivalents at beginning of period	68,625	61,017	(7,608)
Cash and cash equivalents at end of period	58,634	61,101	2,466