

Supplemental Information for the FY 2016

(1) Orders, Sales and Operating Income

(Unit: JPY billion)

	FY2015				FY2016				FY2017 1H (FORECAST)				FY2017 (FORECAST)			
	Orders	Net sales	Operating income	Operating income margin	Orders	Net sales	Operating income	Operating income margin	Orders	Net sales	Operating income	Operating income margin	Orders	Net sales	Operating income	Operating income margin
Machinery components	105.0	107.6	8.9	8.3%	97.4	98.6	9.1	9.2%	51.0	50.0	4.5	9.0%	105.0	103.0	10.0	9.7%
Plastic machinery	89.9	92.6			84.8	80.8			43.0	41.0			83.0	85.0		
Advanced precision machinery	64.6	61.9			69.9	65.0			30.0	32.0			67.0	68.0		
Precision machinery	154.6	154.6	18.7	12.1%	154.7	145.7	14.6	10.0%	73.0	73.0	7.5	10.3%	150.0	153.0	16.0	10.5%
Hydraulic excavators	148.1	147.1			146.3	139.1			70.0	80.0			146.0	153.0		
Mobile cranes	49.0	54.8			44.0	43.4			38.0	40.0			74.0	80.0		
Construction machinery	197.1	201.9	4.4	2.2%	190.3	182.5	1.4	0.8%	108.0	120.0	5.0	4.2%	220.0	233.0	9.0	3.9%
Industrial machinery	92.6	87.9	10.0	11.3%	91.3	98.9	10.8	10.9%	44.0	40.0	2.0	5.0%	87.0	82.0	5.0	6.1%
Ships	22.5	29.0	1.0	3.3%	30.0	32.6	1.3	4.1%	15.0	20.0	1.0	5.0%	30.0	37.0	2.0	5.4%
Environmental facilities & plants	106.1	109.7	5.8	5.3%	139.4	107.6	9.1	8.5%	70.0	40.0	2.0	5.0%	120.0	94.0	7.0	7.4%
Others	8.1	10.1	1.8	17.6%	8.0	8.3	2.1	25.4%	4.0	4.0	1.0	25.0%	8.0	8.0	2.0	25.0%
Total	685.9	700.8	50.6	7.2%	711.1	674.3	48.4	7.2%	365.0	347.0	23.0	6.6%	720.0	710.0	51.0	7.2%

(2) Sales by Regional Segment

(Unit: JPY billion)

	Total				Hydraulic Excavators			
	FY2015		FY2016		FY2015		FY2016	
	Sales	Sales ratio	Sales	Sales ratio	Sales	Sales ratio	Sales	Sales ratio
NorthAmerica	120.8	17.2%	107.9	16.0%	30.4	20.6%	28.9	20.8%
Europe	66.6	9.5%	53.5	7.9%	22.3	15.2%	14.1	10.1%
Asia(ExcludingChina)	75.0	10.7%	69.5	10.3%	17.2	11.7%	14.2	10.2%
China	50.6	7.2%	50.2	7.4%	14.2	9.6%	18.0	13.0%
Others	27.5	3.9%	22.9	3.4%	9.6	6.5%	9.5	6.8%
Ships	27.8	4.0%	31.2	4.6%				
Japan	332.5	47.4%	339.1	50.3%	53.5	36.4%	54.5	39.2%
Total Sales	700.8	100%	674.3	100%	147.1	100%	139.1	100%