

## Supplemental Information for the 1st Quarter of FY 2016

(1) Orders, Sales and Operating Income

(Unit: JPY billion)

	1Q-FY2015				1Q-FY2016			
	Orders	Net sales	Operating income	Operating income margin	Orders	Net sales	Operating income	Operating income margin
Machinery components	27.2	25.3	1.3	5.3%	25.3	23.7	1.8	7.6%
	Plastic machinery	22.1	23.5		20.3	17.5		
	Advanced precision machinery	14.5	13.3		14.4	15.9		
Precision machinery	36.5	36.8	4.6	12.6%	34.8	33.4	3.1	9.3%
	Hydraulic excavators	36.8	32.5		32.1	35.8		
	Mobile cranes	12.0	14.8		11.6	11.3		
Construction machinery	48.8	47.3	1.5	3.3%	43.7	47.1	0.4	0.9%
Industrial machinery	30.9	15.7	0.9	5.7%	20.0	20.7	1.9	9.3%
Ships	8.9	6.6	(0.1)	(1.4%)	4.3	7.5	0.1	1.5%
Environmental facilities & plants	26.4	17.8	(0.7)	(3.8%)	39.3	18.1	0.0	0.2%
Others	1.0	3.3	0.1	3.6%	1.8	1.7	0.4	22.1%
<b>Total</b>	<b>179.9</b>	<b>152.7</b>	<b>7.8</b>	<b>5.1%</b>	<b>169.2</b>	<b>152.3</b>	<b>7.8</b>	<b>5.1%</b>

(2) Sales by Regional Segment

(Unit: JPY billion)

		North America	Europe	Asia (Excluding China)	China	Others	Ships	Japan	Total Sales
<b>Total</b>	1Q-FY2016	28.0	15.0	17.5	12.1	4.8	7.5	67.4	152.3
	Sales ratio	18.4%	9.8%	11.5%	8.0%	3.1%	4.9%	44.3%	100%
	1Q-FY2015	31.0	15.4	15.0	15.4	6.8	6.6	62.6	152.7
	Sales ratio	20.3%	10.1%	9.8%	10.1%	4.4%	4.3%	41.0%	100%
<b>Hydraulic Excavators</b>	1Q-FY2016	8.6	4.7	4.3	6.6	1.5		10.1	35.8
	Sales ratio	24.0%	13.0%	12.0%	18.5%	4.3%		28.2%	100%
	1Q-FY2015	7.2	5.5	2.7	4.1	2.6		10.3	32.5
	Sales ratio	22.3%	17.0%	8.2%	12.7%	8.1%		31.6%	100%