

## Supplemental Information for the 2nd Quarter of FY 2016

(1) Orders, Sales and Operating Income (6 months)

(Unit: JPY billion)

	2Q-FY2015				2Q-FY2016				
	Orders	Net sales	Operating income	Operating income margin	Orders	Net sales	Operating income	Operating income margin	
Machinery components	54.0	52.3	3.6	6.8%	50.7	48.9	4.1	8.4%	
Plastic machinery	45.7	46.9			44.3	37.9			
	Advanced precision machinery	29.3			28.6	28.5			31.7
Precision machinery	75.0	75.5	9.4	12.4%	72.8	69.6	7.2	10.3%	
Construction machinery	Hydraulic excavators	68.0	69.4			60.6	67.3		
	Mobile cranes	25.7	29.0			19.6	21.5		
Industrial machinery	47.5	34.9	2.6	7.4%	47.3	47.5	4.5	9.5%	
Ships	18.6	13.0	(0.0)	(0.0%)	7.9	14.8	0.6	3.9%	
Environmental facilities & plants	63.0	42.7	(0.1)	(0.2%)	74.0	44.4	2.1	4.6%	
Others	4.4	5.7	0.7	12.4%	3.8	3.8	0.9	22.6%	
<b>Total</b>	<b>356.3</b>	<b>322.5</b>	<b>18.4</b>	<b>5.7%</b>	<b>336.6</b>	<b>317.8</b>	<b>18.6</b>	<b>5.9%</b>	

(2) Sales by Regional Segment (6 months)

(Unit: JPY billion)

		North America	Europe	Asia (Excluding China)	China	Others	Ships	Japan	Total Sales
<b>Total</b>	2Q-FY2016	56.1	27.5	35.0	23.7	10.4	14.2	150.9	317.8
	Sales ratio	17.6%	8.7%	11.0%	7.5%	3.3%	4.5%	47.5%	100%
	2Q-FY2015	60.9	30.2	35.6	26.0	13.6	12.3	143.9	322.5
	Sales ratio	18.9%	9.3%	11.1%	8.0%	4.2%	3.8%	44.6%	100%
<b>Hydraulic Excavators</b>	2Q-FY2016	16.2	7.4	6.8	9.8	4.0		23.1	67.3
	Sales ratio	24.1%	10.9%	10.2%	14.5%	5.9%		34.3%	100%
	2Q-FY2015	14.5	10.2	7.2	7.4	5.1		24.9	69.4
	Sales ratio	20.9%	14.7%	10.4%	10.7%	7.3%		35.9%	100%