

Supplemental information for the FY 2017

(1) Orders, Sales and Operating Income

(Unit: JPY billion)

	FY2016 (Apr. - Mar.)				FY2017 (Apr. - Mar.)				FY2018 (Apr. - Mar.)(FORECAST)			
	Orders	Net Sales	Operating Income	Operating Income Ratio	Orders	Net Sales	Operating Income	Operating Income Ratio	Orders	Net Sales	Operating Income	Operating Income Ratio
Machinery Components	97.4	98.6	9.1	9.2%	115.1	109.4	11.8	10.8%	115.0	117.0	12.5	10.7%
Plastic Machinery	84.8	80.8			100.6	91.7			98.0	99.0		
Advanced Precision Machinery	69.9	65.0			90.0	77.7			82.0	84.0		
Precision Machinery	154.7	145.7	14.6	10.0%	190.5	169.4	19.5	11.5%	180.0	183.0	19.5	10.7%
Hydraulic Excavators	146.3	139.1			188.6	178.7			189.0	187.0		
Mobile Cranes	44.0	43.4			76.6	81.7			81.0	83.0		
Construction Machinery	190.3	182.5	1.4	0.8%	265.2	260.5	17.4	6.7%	270.0	270.0	14.0	5.2%
Industrial Machinery	91.3	98.9	10.8	10.9%	87.7	83.8	8.8	10.5%	93.0	87.0	7.5	8.6%
Ships	30.0	32.6	1.3	4.1%	34.9	38.3	0.7	1.9%	25.0	34.0	(1.0)	(2.9%)
Environmental Facilities & Plants	139.4	107.6	9.1	8.5%	162.7	121.9	9.5	7.8%	180.0	152.0	10.0	6.6%
Others	8.0	8.3	2.1	25.4%	7.7	7.8	2.1	26.7%	7.0	7.0	1.5	21.4%
Total	711.1	674.3	48.4	7.2%	864.0	791.0	69.9	8.8%	870.0	850.0	64.0	7.5%

(2) Sales by Regional Segment *1

(Unit: JPY billion)

	Total				Hydraulic Excavators			
	FY2016		FY2017		FY2016		FY2017	
	(April - March)		(April - March)		(April - March)		(April - March)	
	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio
North America	107.9	16.0%	118.5	15.0%	28.9	20.8%	34.1	19.1%
Europe	53.5	7.9%	70.9	9.0%	14.1	10.1%	11.7	6.6%
Asia (Excluding China)	69.5	10.3%	90.4	11.4%	14.2	10.2%	22.0	12.3%
China	50.2	7.4%	80.4	10.2%	18.0	13.0%	37.3	20.9%
Others	22.9	3.4%	28.6	3.6%	9.5	6.8%	13.5	7.5%
Ships	31.2	4.6%	36.7	4.6%				
Japan	339.1	50.4%	365.5	46.2%	54.5	39.1%	60.0	33.6%
Total Sales	674.3	100%	791.0	100%	139.1	100%	178.7	100%

*1 Currency Exchange Rate(US dollars)

FY2016 : ¥ 108

FY2017 : ¥ 112

FY2018 : ¥ 105

*2 About Capital Investment,
Actuals are based on cash flow.
Forecast is based on budget.

(3) Capital Investment, Depreciation and Amortization, Reserch & Development *2

(Unit: JPY billion)

	FY2016 (Apr. - Mar.)		FY2017 (Apr. - Mar.)		FY2018 (Apr. - Mar.)(FORECAST)	
	Actual	(%)	Actual	(%)	Forecast	(%)
Capital Investment	24.6	3.6%	29.9	3.8%	46.0	5.4%
Depreciation and Amortization	20.3	3.0%	23.0	2.9%	24.4	2.9%
Reserch & Development	11.3	1.7%	14.8	1.9%	20.3	2.4%