

July 31, 2017



Supplemental information for the 1st Quarter of FY 2017

(1) Orders, Sales and Operating Income

(Unit: JPY billion)

	1Q-FY2016				1Q-FY2017			
	Orders	Net Sales	Operating Income	Operating Income Ratio	Orders	Net Sales	Operating Income	Operating Income Ratio
Machinery Components	25.3	23.7	1.8	7.6%	27.8	24.7	2.4	9.6%
Plastic Machinery	20.3	17.5			22.5	20.6		
Advanced Precision Machinery	14.4	15.9			20.9	16.5		
Precision Machinery	34.8	33.4	3.1	9.3%	43.4	37.1	3.6	9.8%
Hydraulic Excavators	32.1	35.8			47.2	40.7		
Mobile Cranes	11.6	11.3			17.3	15.8		
Construction Machinery	43.7	47.1	0.4	0.9%	64.4	56.5	2.8	5.0%
Industrial Machinery	20.0	20.7	1.9	9.3%	21.0	20.3	1.5	7.2%
Ships	4.3	7.5	0.1	1.5%	3.3	8.8	1.1	12.2%
Environmental Facilities & Plants	39.3	18.1	0.0	0.2%	22.9	18.2	(0.0)	(0.2%)
Others	1.8	1.7	0.4	22.1%	1.9	1.7	0.5	29.9%
Total	169.2	152.3	7.8	5.1%	184.5	167.3	11.9	7.1%

(2) Sales by Regional Segment

(Unit: JPY billion)

	Total				Hydraulic Excavators			
	1Q-FY2016		1Q-FY2017		1Q-FY2016		1Q-FY2017	
	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio
North America	28.0	18.4%	28.2	16.9%	8.6	24.0%	8.3	20.4%
Europe	15.0	9.8%	12.6	7.5%	4.7	13.0%	2.7	6.7%
Asia (Excluding China)	17.5	11.5%	15.7	9.4%	4.3	12.0%	5.3	13.0%
China	12.1	8.0%	20.2	12.1%	6.6	18.5%	10.2	25.1%
Others	4.8	3.1%	6.6	3.8%	1.5	4.3%	2.8	6.8%
Ships	7.5	4.9%	8.5	5.1%				
Japan	67.4	44.3%	75.6	45.2%	10.1	28.2%	11.4	28.0%
Total Sales	152.3	100%	167.3	100%	35.8	100%	40.7	100%