

## Supplemental information for the 2nd Quarter of FY 2017

## (1) Orders, Sales and Operating Income

(Unit: JPY billion)

	1H-FY2016				1H-FY2017				FY2017 (FORECAST)				[Reference]FY2017 (FORECAST/at 2017.5)			
	Orders	Net Sales	Operating Income	Operating Income Ratio	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	50.7	48.9	4.1	8.4%	56.1	51.2	5.3	10.3%	115.0	110.0	12.0	10.9%	105.0	103.0	10.0	9.7%
Plastic Machinery	44.3	37.9			47.6	42.5			95.0	93.0			83.0	85.0		
Advanced Precision Machinery	28.5	31.7			38.8	34.3			75.0	72.0			67.0	68.0		
<b>Precision Machinery</b>	<b>72.8</b>	<b>69.6</b>	<b>7.2</b>	<b>10.3%</b>	<b>86.5</b>	<b>76.8</b>	<b>7.8</b>	<b>10.1%</b>	<b>170.0</b>	<b>165.0</b>	<b>17.0</b>	<b>10.3%</b>	<b>150.0</b>	<b>153.0</b>	<b>16.0</b>	<b>10.5%</b>
Hydraulic Excavators	60.6	67.3			86.3	86.0			175.0	172.0			146.0	153.0		
Mobile Cranes	19.6	21.5			36.1	39.6			73.0	81.0			74.0	80.0		
Construction Machinery	80.2	88.8	(0.7)	(0.7%)	122.4	125.6	8.3	6.6%	248.0	253.0	13.0	5.1%	220.0	233.0	9.0	3.9%
Industrial Machinery	47.3	47.5	4.5	9.5%	40.2	38.5	3.0	7.8%	85.0	85.0	6.5	7.6%	87.0	82.0	5.0	6.1%
Ships	7.9	14.8	0.6	3.9%	7.9	18.3	2.0	11.1%	25.0	40.0	2.0	5.0%	30.0	37.0	2.0	5.4%
Environmental Facilities & Plants	74.0	44.4	2.1	4.6%	68.8	41.0	1.6	3.9%	150.0	120.0	8.0	6.7%	120.0	94.0	7.0	7.4%
Others	3.8	3.8	0.9	22.6%	3.8	3.9	1.1	28.0%	7.0	7.0	1.5	21.4%	8.0	8.0	2.0	25.0%
<b>Total</b>	<b>336.6</b>	<b>317.8</b>	<b>18.6</b>	<b>5.9%</b>	<b>385.8</b>	<b>355.3</b>	<b>29.0</b>	<b>8.2%</b>	<b>800.0</b>	<b>780.0</b>	<b>60.0</b>	<b>7.7%</b>	<b>720.0</b>	<b>710.0</b>	<b>51.0</b>	<b>7.2%</b>

## (2) Sales by Regional Segment \*1

(Unit: JPY billion)

	Total				Hydraulic Excavators			
	1H-FY2016		1H-FY2017		1H-FY2016		1H-FY2017	
	(April-September)		(April-September)		(April-September)		(April-September)	
	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio
North America	56.1	17.6%	59.2	16.7%	16.2	24.1%	17.1	19.9%
Europe	27.5	8.7%	26.3	7.4%	7.4	10.9%	5.5	6.3%
Asia (Excluding China)	35.0	11.0%	34.4	9.7%	6.8	10.2%	9.0	10.5%
China	23.7	7.5%	38.6	10.9%	9.8	14.5%	18.2	21.1%
Others	10.4	3.3%	13.2	3.7%	4.0	5.9%	6.0	7.0%
Ships	14.2	4.5%	17.5	4.9%				
Japan	150.9	47.4%	166.1	46.7%	23.1	34.3%	30.3	35.2%
<b>Total Sales</b>	<b>317.8</b>	<b>100%</b>	<b>355.3</b>	<b>100%</b>	<b>67.3</b>	<b>100%</b>	<b>86.0</b>	<b>100%</b>

\*1 Currency Exchange Rate(US dollars)

2Q-FY2016 : ¥ 105

2Q-FY2017 : ¥ 110

\*2 About Capital Investment,

Actuals are based on cash flow.

Forecast is based on budget.

## (3) Capital Investment, Depreciation and Amortization, Reserch &amp; Development \*2

(Unit: JPY billion)

	1H-FY2016		FY2016		1H-FY2017		FY2017 (FORECAST)	
	Actual	(%)	Actual	(%)	Actual	(%)	Forecast	(%)
Capital Investment	10.4	3.3%	24.6	3.6%	12.9	3.6%	35.0	4.5%
Depreciation and Amortization	10.0	3.1%	20.3	3.0%	10.7	3.0%	21.4	2.7%
Reserch & Development	5.5	1.7%	11.3	1.7%	6.6	1.9%	18.0	2.3%