

Supplemental information for the 3rd Quarter of FY 2017

(1) Orders, Sales and Operating Income

(Unit: JPY billion)

	3Q-FY2016 (Apr. - Dec.)				3Q-FY2017 (Apr. - Dec.)				FY2017 (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	74.1	73.7	6.8	9.2%	87.3	80.1	8.8	11.0%	115.0	110.0	12.0	10.9%
Plastic Machinery	62.3	58.6	/	/	73.1	66.0	/	/	95.0	93.0	/	/
Advanced Precision Machinery	45.7	47.0	/	/	64.9	56.3	/	/	75.0	72.0	/	/
Precision Machinery	108.0	105.6	10.6	10.0%	138.0	122.3	14.0	11.4%	170.0	165.0	17.0	10.3%
Hydraulic Excavators	94.4	97.1	/	/	132.3	128.5	/	/	175.0	172.0	/	/
Mobile Cranes	30.1	30.6	/	/	54.5	56.8	/	/	73.0	81.0	/	/
Construction Machinery	124.5	127.7	0.4	0.3%	186.8	185.3	12.2	6.6%	248.0	253.0	13.0	5.1%
Industrial Machinery	63.5	71.6	7.1	9.9%	67.2	58.1	5.2	9.0%	85.0	85.0	6.5	7.6%
Ships	22.5	24.1	0.8	3.5%	23.2	28.6	2.1	7.3%	25.0	40.0	2.0	5.0%
Environmental Facilities & Plants	101.0	69.8	4.4	6.3%	102.7	75.4	4.0	5.3%	150.0	120.0	8.0	6.7%
Others	6.1	5.7	1.6	27.5%	5.9	5.5	1.6	28.9%	7.0	7.0	1.5	21.4%
Total	499.7	478.2	31.7	6.6%	611.1	555.2	47.9	8.6%	800.0	780.0	60.0	7.7%

(2) Sales by Regional Segment *

(Unit: JPY billion)

	Total				Hydraulic Excavators			
	3Q-FY2016		3Q-FY2017		3Q-FY2016		3Q-FY2017	
	(April - December)		(April - December)		(April - December)		(April - December)	
	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio
North America	77.7	16.2%	87.5	15.8%	20.8	21.4%	25.0	19.5%
Europe	39.1	8.2%	47.9	8.6%	9.5	9.8%	6.9	5.3%
Asia (Excluding China)	50.6	10.6%	62.0	11.2%	9.4	9.7%	13.4	10.4%
China	35.4	7.4%	54.2	9.8%	12.4	12.7%	26.0	20.2%
Others	16.7	3.5%	23.4	4.2%	6.6	6.8%	10.6	8.3%
Ships	23.1	4.8%	27.4	4.9%	/	/	/	/
Japan	235.6	49.3%	252.7	45.5%	38.4	39.6%	46.6	36.3%
Total Sales	478.2	100%	555.2	100%	97.1	100%	128.5	100%

* Currency Exchange Rate(US dollars)

3Q-FY2016 : ¥ 107

3Q-FY2017 : ¥ 112