

Supplemental information for the FY 2018

(1) Orders, Sales and Operating Income

(Unit: JPY billion)

	FY2017 (Apr. - Mar.)				FY2018 (Apr. - Mar.)				FY2019 (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	115.1	109.4	11.8	10.8%	134.0	133.4	11.1	8.3%	135.0	135.0	11.0	8.1%
Plastic Machinery	100.6	91.7			103.8	104.1			95.0	95.0		
Precision and Other Equipment	90.0	77.7			87.7	81.6			85.0	91.0		
Precision Machinery	190.5	169.4	19.5	11.5%	191.5	185.7	17.7	9.5%	180.0	186.0	18.0	9.7%
Hydraulic Excavators	188.6	178.7			215.0	204.2			200.0	204.0		
Mobile Cranes	76.6	81.7			90.3	86.3			85.0	88.0		
Construction Machinery	265.2	260.5	17.4	6.7%	305.3	290.5	22.0	7.6%	285.0	292.0	21.5	7.4%
Industrial Machinery	87.7	83.8	8.8	10.5%	90.8	93.7	9.0	9.6%	94.0	91.0	8.0	8.8%
Ships	34.9	38.3	0.7	1.9%	32.0	41.4	0.8	2.0%	37.0	34.0	0.0	0.0%
Environmental Facilities & Plants	162.7	121.9	9.5	7.8%	191.3	151.0	12.6	8.3%	192.0	160.0	12.0	7.5%
Others	7.7	7.8	2.1	26.7%	7.3	7.3	2.2	29.8%	7.0	7.0	1.5	21.4%
Total	864.0	791.0	69.9	8.8%	952.2	903.1	75.2	8.3%	930.0	905.0	72.0	8.0%

(2) Sales by Regional Segment *1

(Unit: JPY billion)

	Total				Hydraulic Excavators			
	FY2017		FY2018		FY2017		FY2018	
	(April - March)		(April - March)		(April - March)		(April - March)	
	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio
North America	118.5	15.0%	139.0	15.4%	34.1	19.1%	44.8	21.9%
Europe	70.9	9.0%	104.7	11.6%	11.7	6.6%	16.7	8.2%
Asia (Excluding China)	90.4	11.4%	97.9	10.8%	22.0	12.3%	18.7	9.2%
China	80.4	10.2%	99.4	11.0%	37.3	20.9%	48.2	23.6%
Others	28.6	3.6%	32.4	3.6%	13.5	7.5%	14.8	7.3%
Ships	36.7	4.6%	39.0	4.3%				
Japan	365.5	46.2%	390.5	43.3%	60.0	33.6%	61.1	29.8%
Total Sales	791.0	100%	903.1	100%	178.7	100%	204.2	100%

*1 Currency Exchange Rate (US dollars)
 FY2017 : ¥112
 FY2018 : ¥111
 FY2019 : ¥110 (Estimate)

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

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

	FY2017 (Apr. - Mar.)		FY2018 (Apr. - Mar.)		FY2019 (Apr. - Mar.)(FORECAST)	
	Actual	(%)	Actual	(%)	Forecast	(%)
Capital Investment	29.9	3.8%	33.9	3.7%	52.0	5.7%
Depreciation and Amortization	23.0	2.9%	26.0	2.9%	27.7	3.1%
Reserch & Development	14.8	1.9%	16.8	1.9%	22.6	2.5%