

## Supplemental information for the 1st Quarter of FY 2017

## (1) Orders, Sales and Operating Income

(Unit: JPY billion)

	1Q-FY2017 (Apr. - Jun.)				1Q-FY2018 (Apr. - Jun.)				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	27.8	24.7	2.4	9.6%	30.8	27.1	2.1	7.9%	115.0	117.0	12.5	10.7%
Plastic Machinery	22.5	20.6	/	/	28.5	23.8	/	/	98.0	99.0	/	/
Advanced Precision Machinery	20.9	16.5	/	/	22.7	16.8	/	/	82.0	84.0	/	/
Precision Machinery	43.4	37.1	3.6	9.8%	51.3	40.6	3.2	8.0%	180.0	183.0	19.5	10.7%
Hydraulic Excavators	47.2	40.7	/	/	53.7	53.0	/	/	189.0	187.0	/	/
Mobile Cranes	17.3	15.8	/	/	22.0	18.0	/	/	81.0	83.0	/	/
Construction Machinery	64.4	56.5	2.8	5.0%	75.6	71.0	6.6	9.2%	270.0	270.0	14.0	5.2%
Industrial Machinery	21.0	20.3	1.5	7.2%	18.2	20.8	1.8	8.6%	93.0	87.0	7.5	8.6%
Ships	3.3	8.8	1.1	12.2%	6.7	9.6	1.1	11.1%	25.0	34.0	(1.0)	(2.9%)
Environmental Facilities & Plants	22.9	18.2	(0.0)	(0.2%)	43.3	32.1	2.0	6.1%	180.0	152.0	10.0	6.6%
Others	1.9	1.7	0.5	29.9%	1.7	1.6	0.5	29.9%	7.0	7.0	1.5	21.4%
<b>Total</b>	<b>184.5</b>	<b>167.3</b>	<b>11.9</b>	<b>7.1%</b>	<b>227.6</b>	<b>202.7</b>	<b>17.2</b>	<b>8.5%</b>	<b>870.0</b>	<b>850.0</b>	<b>64.0</b>	<b>7.5%</b>

## (2) Sales by Regional Segment \*

(Unit: JPY billion)

	Total				Hydraulic Excavators			
	1Q-FY2017 (April - June)		1Q-FY2018 (April - June)		1Q-FY2017 (April - June)		1Q-FY2018 (April - June)	
	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio
North America	28.2	16.9%	31.9	15.8%	8.3	20.4%	10.9	20.5%
Europe	12.6	7.5%	21.6	10.7%	2.7	6.7%	4.0	7.6%
Asia (Excluding China)	15.7	9.4%	25.4	12.5%	5.3	13.0%	6.2	11.8%
China	20.2	12.1%	23.6	11.6%	10.2	25.1%	14.7	27.7%
Others	6.6	3.8%	7.6	3.8%	2.8	6.8%	4.2	8.0%
Ships	8.5	5.1%	9.4	4.6%	/	/	/	/
Japan	75.6	45.2%	83.2	41.0%	11.4	28.0%	12.9	24.4%
<b>Total Sales</b>	<b>167.3</b>	<b>100%</b>	<b>202.7</b>	<b>100%</b>	<b>40.7</b>	<b>100%</b>	<b>53.0</b>	<b>100%</b>

\* Currency Exchange Rate(US dollars)

1Q-FY2017 : ¥ 112

1Q-FY2018 : ¥ 111