

Supplemental information for the 2nd Quarter of FY 2018

(1) Orders, Sales and Operating Income

(Unit: JPY billion)

	1H-FY2017 (Apr. - Sep.)				1H-FY2018 (Apr. - Sep.)				FY2018 (FORECAST)				[Reference]FY2018 (FORECAST/at 2018.5)			
	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	56.1	51.2	5.3	10.3%	68.3	62.4	4.5	7.1%	135.0	133.0	12.0	9.0%	115.0	117.0	12.5	10.7%
Plastic Machinery	47.6	42.5			54.4	49.8			103.0	100.0			98.0	99.0		
	Advanced Precision Machinery	38.8	34.3			43.7	37.2			79.0	85.0			82.0	84.0	
Precision Machinery	86.5	76.8	7.8	10.1%	98.1	87.0	7.7	8.8%	182.0	185.0	18.0	9.7%	180.0	183.0	19.5	10.7%
Construction Machinery	86.3	86.0			108.0	103.9			218.0	210.0			189.0	187.0		
	Mobile Cranes	36.1	39.6			44.4	40.3			82.0	78.0			81.0	83.0	
Industrial Machinery	40.2	38.5	3.0	7.8%	43.2	41.6	3.0	7.2%	92.0	90.0	8.0	8.9%	93.0	87.0	7.5	8.6%
Ships	7.9	18.3	2.0	11.1%	12.1	19.0	1.1	5.6%	31.0	37.0	(0.5)	(1.4%)	25.0	34.0	(1.0)	(2.9%)
Environmental Facilities & Plants	68.8	41.0	1.6	3.9%	83.6	66.0	3.6	5.5%	173.0	150.0	11.0	7.3%	180.0	152.0	10.0	6.6%
Others	3.8	3.9	1.1	27.5%	3.7	3.4	1.2	34.7%	7.0	7.0	2.5	35.7%	7.0	7.0	1.5	21.4%
Total	385.8	355.3	29.0	8.2%	461.4	423.7	34.1	8.0%	920.0	890.0	70.0	7.9%	870.0	850.0	64.0	7.5%

(2) Sales by Regional Segment *1

(Unit: JPY billion)

	Total				Hydraulic Excavators			
	1H-FY2017 (April - September)		1H-FY2018 (April - September)		1H-FY2017 (April - September)		1H-FY2018 (April - September)	
	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio
North America	59.2	16.7%	67.1	15.8%	17.1	19.9%	22.4	21.6%
Europe	26.3	7.4%	49.7	11.7%	5.5	6.3%	7.6	7.3%
Asia (Excluding China)	34.4	9.7%	49.2	11.6%	9.0	10.5%	11.7	11.2%
China	38.6	10.9%	50.4	11.9%	18.2	21.1%	27.8	26.7%
Others	13.2	3.7%	15.1	3.6%	6.0	7.0%	7.5	7.2%
Ships	17.5	4.9%	18.0	4.2%				
Japan	166.1	46.7%	174.2	41.2%	30.3	35.2%	27.0	26.0%
Total Sales	355.3	100%	423.7	100%	86.0	100%	103.9	100%

*1 Currency Exchange Rate(US dollars)

1H-FY2017 : ¥ 110

1H-FY2018 : ¥ 111

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

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

(Unit: JPY billion)

	1H-FY2017 (Apr. - Sep.)		FY2017		1H-FY2018 (Apr. - Sep.)		FY2018 (FORECAST)	
	Actual	(%)	Actual	(%)	Actual	(%)	Forecast	(%)
Capital Investment	12.9	3.6%	29.9	3.8%	14.4	3.4%	46.0	5.2%
Depreciation and Amortization	10.7	3.0%	23.0	2.9%	12.6	3.0%	27.0	3.0%
Reserch & Development	6.6	1.9%	14.8	1.9%	7.8	1.8%	20.3	2.3%