

Supplemental information for the 3rd Quarter of FY 2018

(1) Orders, Sales and Operating Income

(Unit: JPY billion)

	3Q-FY2017 (Apr. - Dec.)				3Q-FY2018 (Apr. - Dec.)				FY2018 (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	87.3	80.1	8.8	11.0%	102.9	97.7	8.0	8.2%	135.0	133.0	12.0	9.0%
Plastic Machinery	73.1	66.0			81.1	76.4			103.0	100.0		
Advanced Precision Machinery	64.9	56.3			65.1	56.9			79.0	85.0		
Precision Machinery	138.0	122.3	14.0	11.4%	146.2	133.3	12.4	9.3%	182.0	185.0	18.0	9.7%
Hydraulic Excavators	132.3	128.5			159.1	152.9			218.0	210.0		
Mobile Cranes	54.5	56.8			67.7	60.8			82.0	78.0		
Construction Machinery	186.8	185.3	12.2	6.6%	226.8	213.7	18.0	8.4%	300.0	288.0	19.0	6.6%
Industrial Machinery	67.2	58.1	5.2	9.0%	59.5	66.7	5.4	8.1%	92.0	90.0	8.0	8.9%
Ships	23.2	28.6	2.1	7.3%	24.1	27.8	0.5	1.6%	31.0	37.0	(0.5)	(1.4%)
Environmental Facilities & Plants	102.7	75.4	4.0	5.3%	110.4	102.2	6.6	6.5%	173.0	150.0	11.0	7.3%
Others	5.9	5.5	1.6	28.9%	5.6	5.2	1.6	30.4%	7.0	7.0	2.5	35.7%
Total	611.1	555.2	47.9	8.6%	675.5	646.7	52.5	8.1%	920.0	890.0	70.0	7.9%

(2) Sales by Regional Segment *

(Unit: JPY billion)

	Total				Hydraulic Excavators			
	3Q-FY2017 (April - December)		3Q-FY2018 (April - December)		3Q-FY2017 (April - December)		3Q-FY2018 (April - December)	
	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio
North America	87.5	15.8%	101.2	15.7%	25.0	19.5%	33.1	21.6%
Europe	47.9	8.6%	75.9	11.7%	6.9	5.3%	11.4	7.4%
Asia (Excluding China)	62.0	11.2%	72.9	11.3%	13.4	10.4%	14.5	9.5%
China	54.2	9.8%	75.4	11.7%	26.0	20.2%	37.6	24.6%
Others	23.4	4.2%	23.1	3.6%	10.6	8.3%	11.2	7.3%
Ships	27.4	4.9%	26.5	4.1%				
Japan	252.7	45.5%	271.6	41.9%	46.6	36.3%	45.1	29.6%
Total Sales	555.2	100%	646.7	100%	128.5	100%	152.9	100%

* Currency Exchange Rate (US dollars)
 3Q-FY2017 : ¥112
 3Q-FY2018 : ¥112
 FY2018 : ¥110 (Estimate)