

## Supplemental information for the FY 2019

## (1) Orders, Sales and Operating Income

(Unit: JPY billion)

	FY2017 (Apr. - Mar.)				FY2018 (Apr. - Mar.)				FY2019 (Apr. - Mar.)			
	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%	126.5	130.5	5.5	4.2%
Plastic Machinery	100.6	91.7			103.8	104.1			83.4	91.5		
Advanced Precision Machinery	90.0	77.7			87.7	81.6			106.4	93.5		
Precision Machinery	190.5	169.4	19.5	11.5%	191.5	185.7	17.7	9.5%	189.8	185.0	14.9	8.1%
Hydraulic Excavators	188.6	178.7			215.0	204.2			179.6	191.8		
Mobile Cranes	76.6	81.7			90.3	86.3			79.9	81.0		
Construction Machinery	265.2	260.5	17.4	6.7%	305.3	290.5	22.0	7.6%	259.5	272.8	17.1	6.3%
Industrial Machinery	87.7	83.8	8.8	10.5%	90.8	93.7	9.0	9.6%	88.4	87.0	7.1	8.1%
Ships	34.9	38.3	0.7	1.9%	32.0	41.4	0.8	2.0%	30.1	32.9	(2.1)	(6.4%)
Environmental Facilities & Plants	162.7	121.9	9.5	7.8%	191.3	151.0	12.6	8.3%	124.7	149.0	11.9	8.0%
Others	7.7	7.8	2.1	26.7%	7.3	7.3	2.2	29.8%	7.1	7.2	2.4	33.0%
<b>Total</b>	<b>864.0</b>	<b>791.0</b>	<b>69.9</b>	<b>8.8%</b>	<b>952.2</b>	<b>903.1</b>	<b>75.2</b>	<b>8.3%</b>	<b>826.2</b>	<b>864.5</b>	<b>56.8</b>	<b>6.6%</b>

## (2) Sales by Regional Segment \*1

(Unit: JPY billion)

	Total						Hydraulic Excavators					
	FY2017 (April - March)		FY2018 (April - March)		FY2019 (April - March)		FY2017 (April - March)		FY2018 (April - March)		FY2019 (April - March)	
	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio
North America	118.5	15.0%	139.0	15.4%	135.1	15.6%	34.1	19.1%	44.8	21.9%	44.2	23.1%
Europe	70.9	9.0%	104.7	11.6%	90.5	10.5%	11.7	6.6%	16.7	8.2%	12.7	6.6%
Asia (Excluding China)	90.4	11.4%	97.9	10.8%	93.0	10.8%	22.0	12.3%	18.7	9.2%	18.6	9.7%
China	80.4	10.2%	99.4	11.0%	87.0	10.1%	37.3	20.9%	48.2	23.6%	42.5	22.2%
Others	28.6	3.6%	32.4	3.6%	26.5	3.1%	13.5	7.5%	14.8	7.3%	10.3	5.4%
Ships	36.7	4.6%	39.0	4.3%	30.1	3.5%						
Japan	365.5	46.2%	390.5	43.3%	402.4	46.4%	60.0	33.6%	61.1	29.8%	63.4	33.0%
<b>Total Sales</b>	<b>791.0</b>	<b>100%</b>	<b>903.1</b>	<b>100%</b>	<b>864.5</b>	<b>100%</b>	<b>178.7</b>	<b>100%</b>	<b>204.2</b>	<b>100%</b>	<b>191.8</b>	<b>100%</b>

## (3) Capital Investment, Depreciation and Amortization, Reserch &amp; Development \*2

	FY2017		FY2018		FY2019	
	(%)	Actual	(%)	Forecast	(%)	0
Capital Investment	29.9	3.8%	33.9	3.7%	41.3	4.8%
Depreciation and Amortization	23.0	2.9%	26.0	2.9%	27.9	3.2%
Reserch & Development	14.8	1.9%	16.8	1.9%	18.8	2.2%

\*1 Currency Exchange Rate(US dollars)  
 FY2017 : ¥112      FY2018 : ¥111      FY2019 : ¥108  
 FY2020 : ¥105(Estimate)

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