

Supplemental information for the 1st Quarter of FY 2019

(1) Orders, Sales and Operating Income

(Unit: JPY billion)

	1Q-FY2018 (Apr. - Jun.)				1Q-FY2019 (Apr. - Jun.)				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	30.8	27.1	2.1	7.9%	34.1	31.9	1.9	5.9%	135.0	135.0	11.0	8.1%
Plastic Machinery	28.5	23.8	/	/	22.4	22.4	/	/	95.0	95.0	/	/
Precision and Other Equipment	22.7	16.8	/	/	20.1	19.5	/	/	85.0	91.0	/	/
Precision Machinery	51.3	40.6	3.2	8.0%	42.5	41.9	3.4	8.2%	180.0	186.0	18.0	9.7%
Hydraulic Excavators	53.7	53.0	/	/	49.4	52.3	/	/	200.0	204.0	/	/
Mobile Cranes	22.0	18.0	/	/	21.1	18.9	/	/	85.0	88.0	/	/
Construction Machinery	75.6	71.0	6.6	9.2%	70.6	71.2	5.8	8.1%	285.0	292.0	21.5	7.4%
Industrial Machinery	18.2	20.8	1.8	8.6%	20.4	18.2	0.6	3.5%	94.0	91.0	8.0	8.8%
Ships	6.7	9.6	1.1	11.1%	4.4	9.5	0.6	6.6%	37.0	34.0	0.0	0.0%
Environmental Facilities & Plants	43.3	32.1	2.0	6.1%	17.8	30.0	0.9	3.0%	192.0	160.0	12.0	7.5%
Others	1.7	1.6	0.5	29.9%	2.0	1.6	0.3	17.1%	7.0	7.0	1.5	21.4%
Total	227.6	202.7	17.2	8.5%	191.8	204.2	13.5	6.6%	930.0	905.0	72.0	8.0%

(2) Sales by Regional Segment *

(Unit: JPY billion)

	Total				Hydraulic Excavators			
	1Q-FY2018 (April - June)		1Q-FY2019 (April - June)		1Q-FY2018 (April - June)		1Q-FY2019 (April - June)	
	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio
North America	31.9	15.8%	34.3	16.8%	10.9	20.5%	10.8	20.7%
Europe	21.6	10.7%	25.2	12.3%	4.0	7.6%	3.7	7.1%
Asia (Excluding China)	25.4	12.5%	22.9	11.2%	6.2	11.8%	4.4	8.5%
China	23.6	11.6%	24.8	12.1%	14.7	27.7%	17.2	32.9%
Others	7.6	3.8%	6.7	3.3%	4.2	8.0%	2.7	5.2%
Ships	9.4	4.6%	8.8	4.3%	/	/	/	/
Japan	83.2	41.0%	81.6	40.0%	12.9	24.4%	13.3	25.6%
Total Sales	202.7	100%	204.2	100%	53.0	100%	52.3	100%

* Currency Exchange Rate(US dollars)
 1Q-FY2018 : ¥111
 1Q-FY2019 : ¥108
 FY2019 : ¥110(Estimate)