

Supplemental information for the 2nd Quarter of FY 2019

(1) Orders, Sales and Operating Income

(Unit: JPY billion)

	2Q-FY2018 (Apr. - Sep.)				2Q-FY2019 (Apr. - Sep.)				FY2019 (Apr. - Mar.)(FORECAST)				[Reference]FY2019 (FORECAST/at 2018.5)			
	Orders	Net Sales	Operating Profit	Operating Profit Ratio	Orders	Net Sales	Operating Profit	Operating Profit Ratio	Orders	Net Sales	Operating Profit	Operating Profit Ratio	Orders	Net Sales	Operating Profit	Operating Profit Ratio
Machinery Components	68.3	62.4	4.5	7.1%	65.9	64.7	3.4	5.3%	130.0	130.0	8.0	6.2%	135.0	135.0	11.0	8.1%
Plastic Machinery	54.4	49.8	/	/	42.6	46.2	/	/	90.0	90.0	/	/	95.0	95.0	/	/
Precision and Other Equipment	43.7	37.2	/	/	46.6	43.6	/	/	83.0	95.0	/	/	85.0	91.0	/	/
Precision Machinery	98.1	87.0	7.7	8.8%	89.2	89.8	7.5	8.4%	173.0	185.0	15.0	8.1%	180.0	186.0	18.0	9.7%
Hydraulic Excavators	108.0	103.9	/	/	95.2	105.2	/	/	190.0	200.0	/	/	200.0	204.0	/	/
Mobile Cranes	44.4	40.3	/	/	39.6	40.8	/	/	76.0	85.0	/	/	85.0	88.0	/	/
Construction Machinery	152.4	144.2	13.1	9.1%	134.8	146.0	11.8	8.1%	266.0	285.0	18.0	6.3%	285.0	292.0	21.5	7.4%
Industrial Machinery	43.2	41.6	3.0	7.2%	46.1	40.1	2.0	4.9%	90.0	89.0	7.5	8.4%	94.0	91.0	8.0	8.8%
Ships	12.1	19.0	1.1	5.6%	16.0	15.0	(1.4)	(9.1%)	30.0	35.0	(1.0)	(2.9%)	37.0	34.0	0.0	0.0%
Environmental Facilities & Plants	83.6	66.0	3.6	5.5%	62.8	65.5	2.8	4.3%	164.0	154.0	11.0	7.1%	192.0	160.0	12.0	7.5%
Others	3.7	3.4	1.2	34.7%	3.8	3.7	1.1	29.8%	7.0	7.0	1.5	21.4%	7.0	7.0	1.5	21.4%
Total	461.4	423.7	34.1	8.0%	418.6	424.7	27.2	6.4%	860.0	885.0	60.0	6.8%	930.0	905.0	72.0	8.0%

(2) Sales by Regional Segment *

(Unit: JPY billion)

	Total				Hydraulic Excavators			
	2Q-FY2018		2Q-FY2019		2Q-FY2018		2Q-FY2019	
	(April - September)		(April - September)		(April - September)		(April - September)	
	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio
North America	67.1	15.8%	68.6	16.2%	22.4	21.6%	22.7	21.6%
Europe	49.7	11.7%	49.0	11.5%	7.6	7.3%	7.3	6.9%
Asia (Excluding China)	49.2	11.6%	41.7	9.8%	11.7	11.2%	8.8	8.3%
China	50.4	11.9%	50.8	12.0%	27.8	26.7%	28.8	27.4%
Others	15.1	3.6%	13.9	3.3%	7.5	7.2%	5.7	5.4%
Ships	18.0	4.2%	13.7	3.2%	/	/	/	/
Japan	174.2	41.1%	186.9	44.0%	27.0	26.0%	32.0	30.5%
Total Sales	423.7	100%	424.7	100%	103.9	100%	105.2	100%

*1 Currency Exchange Rate(US dollars)

2Q-FY2018 : ¥111

2Q-FY2019 : ¥108

FY2019 : ¥105 (Estimate)

*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)

	2Q-FY2018 (Apr. - Sep.)		FY2018		2Q-FY2019 (Apr. - Sep.)		FY2019 (Apr. - Mar.)(FORECAST)	
	Actual	(%)	Actual	(%)	Actual	(%)	Forecast	(%)
Capital Investment	14.4	3.6%	33.9	3.7%	21.4	5.0%	52.0	5.9%
Depreciation and Amortization	12.6	3.0%	26.0	2.9%	13.7	3.2%	28.3	3.2%
Reserch & Development	7.8	1.9%	16.8	1.9%	9.4	2.2%	22.8	2.6%