

Supplemental information for the 3rd Quarter of FY 2019

(1) Orders, Sales and Operating Income

(Unit: JPY billion)

	3Q-FY2018 (Apr. - Dec.)				3Q-FY2019 (Apr. - Dec.)				FY2019 (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	102.9	97.7	8.0	8.2%	95.3	96.7	5.1	5.3%	130.0	130.0	8.0	6.2%
Plastic Machinery	81.1	76.4			61.6	69.7			90.0	90.0		
Advanced Precision Machinery	65.1	56.9			79.3	65.5			83.0	95.0		
Precision Machinery	146.2	133.3	12.4	9.3%	140.8	135.2	10.9	8.1%	173.0	185.0	15.0	8.1%
Hydraulic Excavators	159.1	152.9			133.1	143.7			190.0	200.0		
Mobile Cranes	67.7	60.8			58.7	57.7			76.0	85.0		
Construction Machinery	226.8	213.7	18.0	8.4%	191.8	201.4	12.4	6.2%	266.0	285.0	18.0	6.3%
Industrial Machinery	59.5	66.7	5.4	8.1%	64.4	62.2	3.8	6.1%	90.0	89.0	7.5	8.4%
Ships	24.1	27.8	0.5	1.6%	22.7	21.4	(2.4)	(11.4%)	30.0	35.0	(1.0)	(2.9%)
Environmental Facilities & Plants	110.4	102.2	6.6	6.5%	84.6	103.5	6.3	6.1%	164.0	154.0	11.0	7.1%
Others	5.6	5.2	1.6	30.4%	5.5	5.3	1.7	31.7%	7.0	7.0	1.5	21.4%
Total	675.5	646.7	52.5	8.1%	605.2	625.7	37.8	6.0%	860.0	885.0	60.0	6.8%

(2) Sales by Regional Segment *

(Unit: JPY billion)

	Total				Hydraulic Excavators			
	3Q-FY2018		3Q-FY2019		3Q-FY2018		3Q-FY2019	
	(April - December)		(April - December)		(April - December)		(April - December)	
	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio
North America	101.2	15.7%	99.8	15.9%	33.1	21.6%	32.9	22.9%
Europe	75.9	11.7%	69.3	11.1%	11.4	7.4%	9.4	6.6%
Asia (Excluding China)	72.9	11.3%	65.4	10.4%	14.5	9.5%	13.3	9.3%
China	75.4	11.7%	69.8	11.2%	37.6	24.6%	35.1	24.4%
Others	23.1	3.6%	20.1	3.2%	11.2	7.3%	8.1	5.6%
Ships	26.5	4.1%	19.3	3.1%				
Japan	271.6	41.9%	282.0	45.0%	45.1	29.5%	44.9	31.3%
Total Sales	646.7	100%	625.7	100%	152.9	100%	143.7	100%

* Currency Exchange Rate (US dollars)
 3Q-FY2018 : ¥112
 3Q-FY2019 : ¥108
 4Q-FY2019 : ¥105 (Estimate)