

## Supplemental information for Forecast of the FY 2020

### Orders, Sales and Operating Income

		1Q-FY2020 (Apr. - Jun.)				FY2020 (Apr. - Mar.) (FORECAST)				[Reference]FY2019 (Apr. - Mar.)			
		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		32.9	28.4	(0.2)	(0.7%)	122.0	120.0	0.5	0.4%	126.5	130.5	5.5	4.2%
	Plastic Machinery	18.0	15.3	/	/	80.0	77.0	/	/	83.4	91.5	/	/
	Precision and Other Equipment	15.7	23.0			80.0	87.0			106.4	93.5		
Precision Machinery		33.6	38.3	3.6	9.4%	160.0	164.0	7.0	4.3%	189.8	185.0	14.9	8.1%
	Hydraulic Excavators	33.8	35.3	/	/	144.0	152.0	/	/	179.6	191.8	/	/
	Mobile Cranes	16.3	17.0			63.0	69.0			79.9	81.0		
Construction Machinery		50.1	52.3	1.1	2.1%	207.0	221.0	3.5	1.6%	259.5	272.8	17.1	6.3%
Industrial Machinery		21.3	22.2	1.9	8.4%	74.0	90.0	3.5	3.9%	88.4	87.0	7.1	8.1%
Ships		7.9	7.6	(1.2)	(15.5%)	26.0	36.0	(1.5)	(4.2%)	30.1	32.9	(2.1)	(6.4%)
Environmental Facilities & Plants		27.6	30.5	1.4	4.8%	155.0	155.0	12.0	7.7%	124.7	149.0	11.9	8.0%
Others		1.3	1.4	0.3	24.1%	6.0	4.0	1.0	25.0%	7.1	7.2	2.4	33.0%
Total		174.7	180.7	7.0	3.9%	750.0	790.0	26.0	3.3%	826.2	864.5	56.8	6.6%

Currency Exchange Rate (US dollars)

FY2019 : ¥108

1Q-FY2020 : ¥107

FY2020 : ¥105 (Estimate)