

Supplemental information for the FY 2020

(1) Orders, Sales and Operating Income

(Unit: JPY billion)

	FY2019 (Apr. - Mar.)				FY2020 (Apr. - Mar.)				FY2021 (Apr. - Mar.)(FORECAST)			
	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	126.5	130.5	5.5	4.2%	124.1	122.2	2.2	1.8%	145.0	136.0	6.5	4.8%
Plastic Machinery	83.4	91.5			88.5	83.6			93.0	92.0		
Precision and Other Equipment	106.4	93.5			73.8	93.3			89.0	88.0		
Precision Machinery	189.8	185.0	14.9	8.1%	162.3	176.9	17.1	9.7%	182.0	180.0	11.5	6.4%
Hydraulic Excavators	179.6	191.8			180.7	174.5			205.0	194.0		
Mobile Cranes	79.9	81.0			73.1	74.2			70.0	70.0		
Construction Machinery	259.5	272.8	17.1	6.3%	253.7	248.7	6.1	2.5%	275.0	264.0	11.5	4.4%
Industrial Machinery	88.4	87.0	7.1	8.1%	86.3	93.2	8.5	9.1%	85.0	77.0	4.0	5.2%
Ships	30.1	32.9	(2.1)	(6.4%)	29.3	34.0	(2.7)	(8.0%)	31.0	35.0	0.0	0.0%
Environmental Facilities & Plants	124.7	149.0	11.9	8.0%	152.4	168.0	18.1	10.8%	157.0	173.0	14.5	8.4%
Others	7.1	7.2	2.4	33.0%	5.9	6.0	2.1	34.5%	5.0	5.0	2.0	39.8%
Total	826.2	864.5	56.8	6.6%	813.9	849.1	51.3	6.0%	880.0	870.0	50.0	5.7%
Mechatronics					136.6	133.4	3.1	2.3%	158.0	149.0	7.5	5.0%
Plastic Machinery					88.5	83.6			93.0	92.0		
Others					96.2	120.6			123.0	114.0		
Industrial Machinery					184.6	204.2	16.4	8.1%	216.0	206.0	10.0	4.9%
Hydraulic Excavator					180.7	174.5			205.0	194.0		
Others					125.4	127.4			115.0	114.0		
Logistics & Construction					306.0	301.9	13.0	4.3%	320.0	308.0	16.0	5.2%
Energy & Lifeline					180.7	203.5	16.7	8.2%	181.0	202.0	14.5	7.2%
Others					5.9	6.0	2.1	34.2%	5.0	5.0	2.0	39.5%
Total					813.9	849.1	51.3	6.0%	880.0	870.0	50.0	5.7%

(2) Sales by Regional Segment *1

(Unit: JPY billion)

	Total				Hydraulic Excavators			
	FY2019		FY2020		FY2019		FY2020	
	(April - March)		(April - March)		(April - March)		(April - March)	
	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio
North America	135.1	15.6%	118.5	14.0%	44.2	23.1%	29.9	17.1%
Europe	90.5	10.5%	78.0	9.2%	12.7	6.6%	10.0	5.7%
Asia (Excluding China)	93.0	10.8%	95.3	11.2%	18.6	9.7%	16.9	9.7%
China	87.0	10.1%	90.4	10.6%	42.5	22.2%	37.3	21.4%
Others	26.5	3.1%	26.1	3.1%	10.3	5.4%	10.1	5.8%
Ships	30.1	3.5%	28.8	3.4%				
Japan	402.4	46.4%	411.9	48.5%	63.4	33.0%	70.4	40.3%
Total Sales	864.5	100%	849.1	100%	191.8	100%	174.5	100%

(3) Capital Investment, Depreciation and Amortization, Reserch & Development (Unit: JPY billion)

	FY2019 (Apr. - Mar.)		FY2020 (Apr. - Mar.)		FY2021 (Apr. - Mar.)(FORECAST)	
	Actual	(%)	Actual	(%)	Forecast	(%)
Capital Investment *2	41.3	4.8%	39.8	4.7%	34.0	3.9%
Depreciation and Amortization	27.9	3.2%	29.7	3.5%	33.3	3.8%
Reserch & Development *3	18.8	2.2%	19.4	2.3%	24.1	2.8%

*1 Currency Exchange Rate (US dollars)
 FY2019 : ¥108
 FY2020 : ¥106
 FY2021 : ¥105 (Estimate)

*2 Actuals are based on cash flow.
 Forecast is based on budget.

*3 Actuals are based on P/L.
 Forecast is based on budget.