

Supplemental information for the 1st Quarter of FY 2020

(1) Orders, Sales and Operating Income

	1Q-FY2019 (Apr. - Jun.)				1Q-FY2020 (Apr. - Jun.)			
	Orders	Net Sales	Operating Profit	Operating Profit Ratio	Orders	Net Sales	Operating Profit	Operating Profit Ratio
Machinery Components	34.1	31.9	1.9	5.9%	32.9	28.4	(0.2)	(0.7%)
Plastic Machinery	22.4	22.4	/	/	18.0	15.3	/	/
Advanced Precision Machinery	20.1	19.5	/	/	15.7	23.0	/	/
Precision Machinery	42.5	41.9	3.4	8.2%	33.6	38.3	3.6	9.4%
Hydraulic Excavators	49.4	52.3	/	/	33.8	35.3	/	/
Mobile Cranes	21.1	18.9	/	/	16.3	17.0	/	/
Construction Machinery	70.6	71.2	5.8	8.1%	50.1	52.3	1.1	2.1%
Industrial Machinery	20.4	18.2	0.6	3.5%	21.3	22.2	1.9	8.4%
Ships	4.4	9.5	0.6	6.6%	7.9	7.6	(1.2)	(15.5%)
Environmental Facilities & Plants	17.8	30.0	0.9	3.0%	27.6	30.5	1.4	4.8%
Others	2.0	1.6	0.3	17.1%	1.3	1.4	0.3	24.1%
Total	191.8	204.2	13.5	6.6%	174.7	180.7	7.0	3.9%

(2) Sales by Regional Segment *

(Unit: JPY billion)

	Total				Hydraulic Excavators			
	1Q-FY2019 (April - June)		1Q-FY2020 (April - June)		1Q-FY2019 (April - June)		1Q-FY2020 (April - June)	
	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio
North America	34.3	16.8%	28.1	15.5%	10.8	20.7%	6.4	18.0%
Europe	25.2	12.3%	15.4	8.5%	3.7	7.1%	0.9	2.6%
Asia (Excluding China)	22.9	11.2%	24.0	13.3%	4.4	8.5%	3.6	10.2%
China	24.8	12.1%	17.9	9.9%	17.2	32.9%	8.6	24.4%
Others	6.7	3.3%	5.3	3.0%	2.7	5.2%	1.8	5.0%
Ships	8.8	4.3%	7.2	4.0%	/	/	/	/
Japan	81.6	40.0%	82.6	45.8%	13.3	25.6%	14.1	39.8%
Total Sales	204.2	100%	180.7	100%	52.3	100%	35.3	100%

* Currency Exchange Rate (US dollars)
 1Q-FY2019 : ¥108
 1Q-FY2020 : ¥107