

## Supplemental information for the 2nd Quarter of FY 2020

## (1) Orders, Sales and Operating Income

(Unit: JPY billion)

	2Q-FY2019 (Apr. - Sep.)				2Q-FY2020 (Apr. - Sep.)				FY2020 (Apr. - Mar.)(FORECAST)				[Reference]FY2020 (FORECAST/at 2020.8)			
	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	65.9	64.7	3.4	5.3%	61.1	58.1	0.4	0.7%	122.0	120.0	1.0	0.8%	122.0	120.0	0.5	0.4%
Plastic Machinery	42.6	46.2			40.0	34.5			80.0	78.0			80.0	77.0		
Precision and Other Equipment	46.6	43.6			33.2	50.8			74.0	96.0			80.0	87.0		
Precision Machinery	89.2	89.8	7.5	8.4%	73.1	85.3	9.7	11.4%	154.0	174.0	13.5	7.8%	160.0	164.0	7.0	4.3%
Hydraulic Excavators	95.2	105.2			75.2	79.7			156.0	160.0			144.0	152.0		
Mobile Cranes	39.6	40.8			32.0	35.5			66.0	70.0			63.0	69.0		
Construction Machinery	134.8	146.0	11.8	8.1%	107.3	115.2	3.8	3.3%	222.0	230.0	6.0	2.6%	207.0	221.0	3.5	1.6%
Industrial Machinery	46.1	40.1	2.0	4.9%	40.1	45.9	4.1	9.0%	75.0	91.0	5.0	5.5%	74.0	90.0	3.5	3.9%
Ships	16.0	15.0	(1.4)	(9.1%)	17.0	14.9	(2.3)	(15.8%)	26.0	36.0	(2.5)	(6.9%)	26.0	36.0	(1.5)	(4.2%)
Environmental Facilities & Plants	62.8	65.5	2.8	4.3%	69.3	69.2	4.4	6.4%	155.0	155.0	12.0	7.7%	155.0	155.0	12.0	7.7%
Others	3.8	3.7	1.1	29.8%	2.8	3.1	1.0	31.4%	6.0	4.0	1.0	25.0%	6.0	4.0	1.0	25.0%
<b>Total</b>	<b>418.6</b>	<b>424.7</b>	<b>27.2</b>	<b>6.4%</b>	<b>370.8</b>	<b>391.7</b>	<b>21.2</b>	<b>5.4%</b>	<b>760.0</b>	<b>810.0</b>	<b>36.0</b>	<b>4.4%</b>	<b>750.0</b>	<b>790.0</b>	<b>26.0</b>	<b>3.3%</b>

## (2) Sales by Regional Segment \*1

(Unit: JPY billion)

	Total				Hydraulic Excavators			
	2Q-FY2019		2Q-FY2020		2Q-FY2019		2Q-FY2020	
	(April - September)	(April - September)	(April - September)	(April - September)	(April - September)	(April - September)	(April - September)	(April - September)
	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio
North America	68.6	16.2%	54.5	13.9%	22.7	21.6%	12.5	15.7%
Europe	49.0	11.5%	32.7	8.4%	7.3	6.9%	1.9	2.4%
Asia (Excluding China)	41.7	9.8%	51.4	13.1%	8.8	8.3%	7.1	8.9%
China	50.8	12.0%	41.0	10.5%	28.8	27.4%	20.1	25.2%
Others	13.9	3.3%	11.0	2.8%	5.7	5.4%	3.7	4.7%
Ships	13.7	3.2%	13.4	3.4%				
Japan	186.9	44.0%	187.8	47.9%	32.0	30.4%	34.4	43.1%
<b>Total Sales</b>	<b>424.7</b>	<b>100%</b>	<b>391.7</b>	<b>100%</b>	<b>105.2</b>	<b>100%</b>	<b>79.7</b>	<b>100%</b>

\*1 Currency Exchange Rate (US dollars)  
 2Q-FY2019 : ¥108  
 2Q-FY2020 : ¥106  
 FY2020 : ¥105 (Estimate)

\*2 About Capital Investment,  
 Actuals are based on cash flow.  
 Forecast is based on budget.

## (3) Capital Investment, Depreciation and Amortization, Reserch &amp; Development \*2

(Unit: JPY billion)

	2Q-FY2019 (Apr. - Sep.)		FY2019		2Q-FY2020 (Apr. - Sep.)		FY2020 (Apr. - Mar.)(FORECAST)	
	Actual	(%)	Actual	(%)	Actual	(%)	Forecast	(%)
Capital Investment	21.4	5.0%	41.3	4.8%	19.5	5.0%	55.0	6.8%
Depreciation and Amortization	13.7	3.2%	27.9	3.2%	14.8	3.8%	29.5	3.6%
Reserch & Development	9.4	2.2%	18.8	2.2%	9.6	2.5%	23.8	2.9%