

Supplemental information for the 3rd Quarter of FY 2020

(1) Orders, Sales and Operating Income

(Unit: JPY billion)

	3Q-FY2019 (Apr. - Dec.)				3Q-FY2020 (Apr. - Dec.)				FY2020 (Apr. - Mar.)(FORECAST)				[Reference]FY2020 (FORECAST/at 2020.10)			
	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	95.3	96.7	5.1	5.3%	91.6	89.3	1.5	1.6%	123.0	122.0	2.0	1.6%	122.0	120.0	1.0	0.8%
Plastic Machinery	61.6	69.7	/	/	62.0	55.1	/	/	86.0	82.0	/	/	80.0	78.0	/	/
Precision and Other Equipment	79.3	65.5	/	/	51.3	73.6	/	/	77.0	95.0	/	/	74.0	96.0	/	/
Precision Machinery	140.8	135.2	10.9	8.1%	113.4	128.6	14.3	11.1%	163.0	177.0	16.5	9.3%	154.0	174.0	13.5	7.8%
Hydraulic Excavators	133.1	143.7	/	/	116.3	122.2	/	/	177.0	172.0	/	/	156.0	160.0	/	/
Mobile Cranes	58.7	57.7	/	/	48.2	50.1	/	/	73.0	75.0	/	/	66.0	70.0	/	/
Construction Machinery	191.8	201.4	12.4	6.2%	164.5	172.3	6.0	3.5%	250.0	247.0	6.0	2.4%	222.0	230.0	6.0	2.6%
Industrial Machinery	64.4	62.2	3.8	6.2%	54.1	68.3	6.4	9.4%	79.0	93.0	7.5	8.1%	75.0	91.0	5.0	5.5%
Ships	22.7	21.4	(2.4)	(11.1%)	26.1	23.1	(3.1)	(13.4%)	27.0	37.0	(2.5)	(6.8%)	26.0	36.0	(2.5)	(6.9%)
Environmental Facilities & Plants	84.6	103.5	6.3	6.1%	107.7	113.8	10.0	8.8%	153.0	169.0	15.0	8.9%	155.0	155.0	12.0	7.7%
Others	5.5	5.3	1.7	31.9%	4.3	4.5	1.3	29.9%	5.0	5.0	1.5	30.0%	6.0	4.0	1.0	25.0%
Total	605.2	625.7	37.8	6.0%	561.8	599.9	36.3	6.1%	800.0	850.0	46.0	5.4%	760.0	810.0	36.0	4.4%

(2) Sales by Regional Segment *

(Unit: JPY billion)

	Total				Hydraulic Excavators			
	3Q-FY2019		3Q-FY2020		3Q-FY2019		3Q-FY2020	
	(April - December)		(April - December)		(April - December)		(April - December)	
	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio	Sales	Sales Ratio
North America	99.8	15.9%	82.1	13.7%	32.9	22.9%	20.2	16.5%
Europe	69.3	11.1%	52.7	8.8%	9.4	6.6%	4.4	3.6%
Asia (Excluding China)	65.4	10.4%	72.7	12.1%	13.3	9.3%	11.3	9.2%
China	69.8	11.2%	63.9	10.7%	35.1	24.4%	28.2	23.0%
Others	20.1	3.2%	18.0	3.0%	8.1	5.6%	6.8	5.6%
Ships	19.3	3.1%	19.6	3.3%	/	/	/	/
Japan	282.0	45.1%	290.8	48.4%	44.9	31.2%	51.4	42.1%
Total Sales	625.7	100%	599.9	100%	143.7	100%	122.2	100%

* Currency Exchange Rate(US dollars)
 3Q-FY2019 : ¥108
 3Q-FY2020 : ¥105
 FY2020 : ¥100 (Estimate)