

Supplemental information for the 3rd Quarter of FY 2021

(1) Orders, Sales and Operating Income

(Unit: JPY billion)

	3Q-FY2020 (Apr. - Dec.)				3Q-FY2021 (Apr. - Dec.)			
	Orders	Sales	Operating Profit	Operating Profit Ratio	Orders	Sales	Operating Profit	Operating Profit Ratio
Mechatronics	99.8	97.4	2.3	2.3%	146.5	117.6	4.8	4.0%
Industrial Machinery	126.1	147.9	13.1	8.9%	199.2	163.7	13.2	8.1%
Plastic Machinery	62.0	55.1			86.3	79.4		
Logistics & Consturction	198.5	211.4	11.4	5.4%	297.9	249.1	13.3	5.3%
Hydraulic Excavators	116.3	122.2			194.9	159.0		
Energy & Lifeline	133.1	138.8	8.2	5.9%	141.5	146.3	11.1	7.6%
Others	4.3	4.5	1.3	29.1%	4.7	4.5	1.8	40.9%
Total	561.8	599.9	36.3	6.1%	789.8	681.1	44.1	6.5%

(2) Sales by Regional Segment *

(Unit: JPY billion)

	3Q-FY2021 (April - December)							
	North America	Europe	Asia (Excluding China)	China	Others	Total	Japan	Total Sales
Mechatronics	20.5	25.7	10.7	11.6	6.9	75.3	42.3	117.6
Industrial Machinery	14.2	26.6	22.1	42.2	4.2	109.3	54.4	163.7
Logistics & Consturction	70.1	13.2	23.7	27.0	11.2	145.2	103.9	249.1
Hydraulic Excavators	32.9	12.3	20.3	26.8	10.5	102.9	56.1	159.0
Energy & Lifeline	6.1	13.4	12.5	0.7	14.8	47.5	98.7	146.3
Others	-	-	-	0.0	-	0.0	4.5	4.5
Total	110.8	79.0	69.0	81.4	37.0	377.3	303.8	681.1

	3Q-FY2020 (April - December)							
	North America	Europe	Asia (Excluding China)	China	Others	Total	Japan	Total Sales
Mechatronics	16.4	19.8	8.7	7.8	5.4	58.1	39.3	97.4
Industrial Machinery	14.8	19.4	34.0	25.4	3.3	96.8	51.1	147.9
Logistics & Consturction	50.5	5.1	13.5	29.9	7.5	106.5	104.9	211.4
Hydraulic Excavators	20.2	4.4	11.3	28.2	6.8	70.8	51.4	122.2
Energy & Lifeline	4.1	9.1	21.2	0.8	12.6	47.7	91.1	138.8
Others	-	-	-	0.0	-	0.0	4.5	4.5
Total	85.7	53.3	77.3	63.9	28.8	309.1	290.8	599.9

* Currency Exchange Rate (US dollars)

3Q-FY2021 : ¥110

3Q-FY2020 : ¥105