

FINANCIAL SUMMARY

1. Summary

(Consolidated)

(Millions of Yen)

	2012 (actual)	2013 (actual)	2014 (actual)	2015 (actual)	2016 (actual)	2017 (forecast)
Order obtained	550,691	658,233	740,824	685,943	711,111	720,000
Net sales	585,871	615,271	667,099	700,838	674,328	710,000
Operating income	31,288	34,329	45,998	50,568	48,431	51,000
Ordinary income	30,997	33,000	45,113	49,131	48,274	49,000
Net income	5,865	17,891	24,348	33,133	33,613	33,600
Total assets	647,724	724,182	786,027	782,859	796,484	—
Net assets	292,826	331,059	365,101	382,817	409,171	—
Debt	98,547	107,433	83,644	68,232	60,460	—
Stockholder's equity ratio (%)	44.6%	45.1%	45.8%	48.1%	50.0%	—
Interest-bearing debt ratio (%)	15.2%	14.8%	10.6%	8.7%	7.6%	—
Net assets per share (Yen)	470.69	532.28	587.37	614.51	650.47	—
Net income per share (Yen)	9.56	29.17	39.71	54.06	54.85	52.22
Number of consolidated companies	119	114	114	116	115	—
Number of affiliated companies	3	3	3	3	2	—
Number of employees	18,245	17,936	18,061	18,491	19,321	—

(Return on invested capital)

	2012 (actual)	2013 (actual)	2014 (actual)	2015 (actual)	2016 (actual)	2017 (forecast)
Consolidated	4.9%	4.8%	6.5%	7.6%	7.3%	7.3%

FINANCIAL SUMMARY

2. Segment information (Order)

(Consolidated)

(Millions of Yen)

	2012		2013		2014		2015		2016		2017	
	(actual)	%	(actual)	%	(actual)	%	(actual)	%	(actual)	%	(forecast)	%
Machinery Components	89,176	16.2%	98,502	15.0%	104,690	14.1%	105,047	15.3%	97,450	13.7%	105,000	14.6%
Precision Machinery	118,517	21.5%	134,511	20.4%	154,625	20.9%	154,571	22.5%	154,731	21.8%	150,000	20.8%
Construction Machinery	151,195	27.5%	193,330	29.4%	206,461	27.9%	197,060	28.7%	190,311	26.8%	220,000	30.6%
Industrial Machinery	79,520	14.4%	84,509	12.8%	89,623	12.1%	92,591	13.5%	91,312	12.8%	87,000	12.1%
Ships	12,258	2.2%	31,736	4.8%	61,923	8.3%	22,500	3.3%	29,975	4.2%	30,000	4.2%
Environmental Facilities & Plants	91,364	16.6%	104,244	15.9%	113,406	15.3%	106,089	15.5%	139,365	19.6%	120,000	16.7%
Others	8,662	1.6%	11,400	1.7%	10,096	1.4%	8,085	1.2%	7,968	1.1%	8,000	1.1%
Total	550,691	100.0%	658,233	100.0%	740,824	100.0%	685,943	100.0%	711,111	100.0%	720,000	100.0%

3. Segment information (Sales)

(Consolidated)

(Millions of Yen)

	2012		2013		2014		2015		2016		2017	
	(actual)	%	(actual)	%	(actual)	%	(actual)	%	(actual)	%	(forecast)	%
Machinery Components	91,174	15.6%	99,994	16.3%	102,624	15.4%	107,614	15.4%	98,648	14.6%	103,000	14.5%
Precision Machinery	124,603	21.3%	133,518	21.7%	146,424	21.9%	154,556	22.1%	145,745	21.6%	153,000	21.5%
Construction Machinery	152,773	26.1%	192,511	31.3%	202,002	30.3%	201,916	28.8%	182,504	27.1%	233,000	32.8%
Industrial Machinery	84,264	14.4%	78,793	12.8%	75,817	11.4%	87,939	12.5%	98,913	14.7%	82,000	11.5%
Ships	46,013	7.9%	14,814	2.4%	26,085	3.9%	28,974	4.1%	32,611	4.8%	37,000	5.2%
Environmental Facilities & Plants	78,584	13.4%	86,166	14.0%	105,539	15.8%	109,706	15.7%	107,613	16.0%	94,000	13.2%
Others	8,460	1.4%	9,475	1.5%	8,608	1.3%	10,133	1.4%	8,294	1.2%	8,000	1.1%
Total	585,871	100.0%	615,271	100.0%	667,099	100.0%	700,838	100.0%	674,328	100.0%	710,000	100.0%

4. Segment information (Operating income)

(Consolidated)

(Millions of Yen)

	2012		2013		2014		2015		2016		2017	
	(actual)	%	(actual)	%	(actual)	%	(actual)	%	(actual)	%	(forecast)	%
Machinery Components	2,767	3.0%	6,106	6.1%	6,635	6.5%	8,929	8.3%	9,118	9.2%	10,000	9.7%
Precision Machinery	8,635	6.9%	9,456	7.1%	13,527	9.2%	18,718	12.1%	14,590	10.0%	16,000	10.5%
Construction Machinery	6,132	4.0%	9,534	5.0%	11,949	5.9%	4,409	2.2%	1,426	0.8%	9,000	3.9%
Industrial Machinery	4,385	5.2%	3,954	5.0%	5,758	7.6%	9,977	11.3%	10,772	10.9%	5,000	6.1%
Ships	2,366	5.1%	△2,996	△20.2%	△1,249	△4.8%	967	3.3%	1,321	4.1%	2,000	5.4%
Environmental Facilities & Plants	5,575	7.1%	6,087	7.1%	7,537	7.1%	5,787	5.3%	9,100	8.5%	7,000	7.4%
Others	1,428	16.9%	2,188	23.1%	1,840	21.4%	1,781	17.6%	2,104	25.4%	2,000	25.0%
Total	31,288	5.3%	34,329	5.6%	45,998	6.9%	50,568	7.2%	48,431	7.2%	51,000	7.2%

5. Reserch & development, Plant & equipment investment

(Consolidated)

(Millions of Yen)

	2012		2013		2014		2015		2016		2017	
	(actual)	%	(actual)	%	(actual)	%	(actual)	%	(actual)	%	(forecast)	%
Capital expenditures	22,052	3.8%	19,050	3.1%	17,349	2.6%	19,180	2.7%	24,592	3.6%	35,000	4.9%
Depreciation and amortization	18,282	3.1%	18,617	3.0%	16,281	2.4%	19,720	2.8%	20,311	3.0%	20,300	2.9%
Reserch & development expenses	9,835	1.7%	10,718	1.7%	11,415	1.7%	12,358	1.8%	11,349	1.7%	18,300	2.6%