.$:$6$., +($9< ,1'8675,(6 /7' $1' &2162/,'$7(' 68%6,',$5,(6

)/$6+ &2162/,'$7(' ),1$1&,$/ 5(68/76

For six months ended September 30, 2019 and 2018 and one year ended March 31, 2019 &RQVROLGDWH

2SHUDWLQJ UHVXOWV

1HW VDOHV ?

& R Q V R O L G D W H G   % D O D Q F H   6 K H H W V

*F·F·*

# & R Q V R O L G D W H G   6 W D W H P H Q W V   R I   3 U R I L W   D Q G   / R V V

For six months ended September 30, 2019 and 2018

| | 0 L O O L R Q V   R I   \ H Q | | Thousands of U.S. dollars |
| --- | --- | --- | --- |
| | 6 L [   P R Q W K V   H Q G H G   6 H S | 6 L [   P R Q W K V   H Q G H G   6 H S | Six months ended Sep. 30, 2019 |
| 1 H W   V D O H V | ? | ? | $ 6,822,573 |
| & R V W   R I   V D O H V | | | 5,832,781 |
| * U R V V   S U R I L W | | | 989,783 |
| 6 H O O L Q J   J H Q H U D O   D Q G   D G P L Q L V W U D W L Y H   H [ S H Q V H V | | | |
| 6 D O D U L H V   D Q G   D O O R Z D Q F H V | | | 253,649 |
| 5 H V H D U F K   D Q G   G H Y H O R S P H Q W   H [ S H Q V H V | | | 219,887 |
| 2 W K H U | | | 435,856 |
| 7 R W D O   V H O O L Q J   J H Q H U D O   D Q G   D G P L Q L V W U D W L Y H   H [ S H Q V H V | | | 909,402 |
| 2 S H U D W L Q J   S U R I L W | | | 80,382 |
| 1 R Q   R S H U D W L Q J   L Q F R P H | | | |
| , Q W H U H V W   L Q F R P H | | | 2,908 |
| ' L Y L G H Q G   L Q F R P H | | | 1,667 |
| 6 K D U H   R I   S U R I L W   R I   H Q W L W L H V   D F F R X Q W H G   I R U   X V L Q J   H T X L W \   P H W K R G | | | 8,559 |
| ) R U H L J Q   H [ F K D Q J H   J D L Q V | | | - |
| 2 W K H U | | | 13,644 |
| 7 R W D O   Q R Q   R S H U D W L Q J   L Q F R P H | | | 26,797 |
| 1 R Q   R S H U D W L Q J   H [ S H Q V H V | | | |
| , Q W H U H V W   H [ S H Q V H V | | | 17,229 |
| )·R U H L J Q   H [ F K D Q J H   O R V V H V | | | 53,464 |
| 3·D \ P H Q W V   I R U   W K H   L Q   V H U Y L F H   L V V X H V   R I   F R P P H U F L D O   D L U F U D I W   M H W   H Q J L Q H V | | | 10,717 |
| 2 W K H U | | | 18,072 |
| 7 R W D O   Q R Q   R S H U D W L Q J   H [ S H Q V H V | | | 99,491 |
| 2 U G L Q D U \   S U R I L W | | | 7,688 |
| ( [ W U D R U G L Q D U \   L Q F R P H | | | |
| * D L Q   R Q   V D O H V   R I   Q R Q   F X U U H Q W   D V V H W V | | | 11,828 |
| 7 R W D O   H [ W U D R U G L Q D U \   L Q F R P H | | | 11,828 |
| 3 U R I L W   E H I R U H   L Q F R P H   W D [ H V | | | 19,516 |
| , Q F R P H   W D [ H V | | | 47,443 |
| / R V V | | | (27,927) |
| 3 U R I L W   D W W U L E X W D E O H   W R   Q R Q   F R Q W U R O O L Q J   L Q W H U H V W V | | | 6,651 |
| / R V V   D W W U L E X W D E O H   W R   R Z Q H U V   R I   S D U H Q W | | | (34,578) |

# &RQVROLGDWHG 6WDWHPHQWV RI &DVK )ORZV

For six months ended September 30, 2019 and 2018

|  | Millions of yen | | *F·F·F* Thousands of U.S. dollars |
|---|---|---|---|
|  | 6L[ PRQWKV HQGHG 6HS | HQGHG PRQWKV 6HS | Six months ended Sep. 30, 2019 |
| &DVK IORZV IURP RSHUDWLQJ DFWLYLWLHV |  |  |  |
| 3URILW EHIRUH LQFRPH WD[HV | ? | ? | $ 19,516 |
| 'HSUHFLDWLRQ |  |  | 279,113 |
| ,QFUHDVH GHFUHDVH LQ DOORZDQFH IRU GRXEWIXO DFFRXQWV |  |  | (1,908) |
| ,QFUHDVH GHFUHDVH LQ SURYLVLRQ IRU ERQXVHV |  |  | (31,086) |
| ,QFUHDVH GHFUHDVH LQ SURYLVLRQ IRU FRQVWUXFWLRQ ZDUUDQWLHV |  |  | (10,819) |
| ,QFUHDVH GHFUHDVH LQ SURYLVLRQ DFWRU ORVV RQ FRQVWUXFWLRQ FRQWU |  |  | (91,367) |
| ,QFUHDVH GHFUHDVH LQ UHWLUHPHQW EHQHILW OLDELOLW\ |  |  | 44,767 |
| *F·* ,QFUHDVH GHFUHDVH LQ SURYLVLRQ IRU WKH LQ VHUYLFH LVVXHV RI FRPPHUFLDO DLUFUDIW MHW HQJLQHV |  |  | (13,690) |
| ,QWHUHVW DQG GLYLGHQG LQFRPH |  |  | (4,585) |
| ,QWHUHVW H[SHQVH |  |  | 17,229 |
| 6KDUH RI ORVV  SURILW  RI HQWLWLHV WKDG FRXQWHG IRU XVLQJ HTXLW\ P |  |  | (8,559) |
| /RVV JDLQ RQ VDOHV RI QRQ FXUUHQW DVVHWV |  |  | (11,828) |
| 'HFUHDVH LQFUHDVH LQ WUDGH UHFHLYDEOHV |  |  | (863,709) |
| 'HFUHDVH LQFUHDVH LQ LQYHQWRULHV |  |  | (392,293) |
| ,QFUHDVH GHFUHDVH LQ WUDGH SD\DEOHV |  |  | (456,577) |
| 'HFUHDVH LQFUHDVH LQ DGYDQFH SD\PHQWV  WUDGH |  |  | (43,896) |
| ,QFUHDVH GHFUHDVH LQ DGYDQFHV UHFHLYHG |  |  | (188,107) |
| 'HFUHDVH LQFUHDVH LQ RWKHU FXUUHQW DVVHWV |  |  | (97,694) |
| ,QFUHDVH GHFUHDVH LQ RWKHU FXUUHQW OLDELOLWLHV |  |  | (362,458) |
| 2WKHU  QHW |  |  | 5,196 |
| 6XEWRWDO |  |  | (2,212,792) |
| ,QWHUHVW DQG GLYLGHQGV UHFHLYHG |  |  | 6,688 |
| ,QWHUHVW SDLG |  |  | (17,256) |
| ,QFRPH WD[HV SDLG |  |  | (87,588) |
| 1HW FDVK SURYLGHG E\ XVHG LQ RSHUDWLQJ DFWLYLWLHV |  |  | (2,310,958) |
| &DVK IORZV IURP LQYHVWLQJ DFWLYLWLHV |  |  |  |
| 3XUFKDVH RI SURSHUW\ SODQW DQG HTXLSPHQW DQG LQWDQJLEOH DVVHWV |  |  | (307,910) |
| 3URFHHGV IURP VDOHV RI SURSHUW\ SODQW DQG HTXLSPHQW DQG LQWDQJ |  |  | 13,977 |
| 3XUFKDVH RI LQYHVWPHQW VHFXULWLHV |  |  | (4,066) |
| 3URFHHGV IURP VDOHV RI LQYHVWPHQW VHFXULWLHV |  |  | 4,242 |
| 3XUFKDVH RI VKDUHV RI VXEVLGLDULHV DQG DVVRFLDWHV |  |  | (27,149) |
| 1HW GHFUHDVH LQFUHDVH LQ VKRUW WHUP ORDQV UHFHLYDEOH |  |  | (5,104) |
| /RQJ WHUP ORDQ DGYDQFHV |  |  | (315) |
| &ROOHFWLRQ RI ORQJ WHUP ORDQV UHFHLYDEOH |  |  | 435 |
| 2WKHU  QHW |  |  | 19,933 |
| 1HW FDVK SURYLGHG E\ XVHG LQ LQYHVWLQJ DFWLYLWLHV |  |  | (305,947) |
| &DVK IORZV IURP ILQDQFLQJ DFWLYLWLHV |  |  |  |
| 1HW LQFUHDVH GHFUHDVH LQ VKRUW WHUP ERUURZLQJV |  |  | 2,322,619 |
| 3URFHHGV IURP ORQJ WHUP ERUURZLQJV |  |  | 175,991 |
| 5HSD\PHQWV RI ORQJ WHUP ERUURZLQJV |  |  | (214,079) |
| 3URFHHGV IURP LVVXDQFH RI ERQGV |  |  | 185,254 |
| 5HGHPSWLRQ RI ERQGV |  |  | (92,627) |
| 'LYLGHQGV SDLG |  |  | (54,307) |
| 'LYLGHQGV SDLG WR QRQ FRQWUROOLQJ LQWHUHVWV |  |  | (4,659) |
| 2WKHU  QHW |  |  | (2,677) |
| 1HW FDVK SURYLGHG E\ XVHG LQ ILQDQFLQJ DFWLYLWLHV |  |  | 2,315,496 |
| (IIHFW RI H[FKDQJH UDWH FKDQJH RQ FDVK DQG FDVK HTXLYDOHQW |  |  | 22,240 |
| 1HW LQFUHDVH GHFUHDVH LQ FDVK DQG FDVK HTXLYDOHQW |  |  | (279,168) |
| &DVK DQG FDVK HTXLYDOHQWV DW EHJLQQLQJ RI SHULRG |  |  | 632,744 |
| &DVK DQG FDVK HTXLYDOHQWV DW HQG RI SHULRG |  |  | 353,575 |

# Orders by Segment

For six months ended September 30, 2019 and 2018

| Orders | Billions of yen Six months ended Sep | Billions of yen Six months ended Sep | Millions of U.S. dollars Six months ended Sep. 30, 2019 |
|---|---|---|---|
| Aerospace Systems | ? | ? | $ 1,470 |
| Energy System Plant Engineering | | | 1,149 |
| Precision Machinery & Robot | | | 969 |
| Ship Offshore Structure | | | 245 |
| Rolling Stock | | | 362 |
| Motorcycle & Engine | | | 1,363 |
| Other | | | 528 |
| Total | ? | ? | $ 6,088 |

Note: The method for calculating orders received in the Precision Machinery & Robot segment was changed in the first quarter of FY2019 from the previous simple method to a method based on more detailed order values. The value for orders received in the second quarter of the previous fiscal year has been recalculated in accordance with the new calculation method.