

# Consolidated Financial Results (Quantitative) For Third Quarter of FY 2018

(April 1, 2018 through December 31, 2018)

## Notes:

- 1) For the purpose of timely English-language financial information disclosure, Tadano Ltd. provides quantitative financial results reports in concurrence with the disclosure of its original Japanese-language financial results. Detailed qualitative information will be disclosed at a later date in a comprehensive financial results report.
- 2) Forward-looking statements contained in this report are based on information available as of the date this report was prepared. A variety of factors may cause actual results to differ from projections.

January 31, 2019

Tadano Ltd.

# Income Statement (vs. Previous Year)

(Unit: millions of yen)

|                                                     | 3Q FY2017 |            | 3Q FY2018 |            | Increase/<br>Decrease |
|-----------------------------------------------------|-----------|------------|-----------|------------|-----------------------|
|                                                     | Amount    | Percentage | Amount    | Percentage |                       |
| Net sales                                           | 119,960   | 100.0%     | 125,276   | 100.0%     | 5,316                 |
| Cost of sales                                       | 85,844    | 71.6%      | 91,679    | 73.2%      | 5,835                 |
| Gross profit on installment sales                   | 39        | 0.0%       | 128       | 0.1%       | 88                    |
| Gross profit                                        | 34,155    | 28.5%      | 33,725    | 26.9%      | -430                  |
| Selling, general, and administrative expenses       | 23,318    | 19.4%      | 24,771    | 19.8%      | 1,452                 |
| Operating income                                    | 10,836    | 9.0%       | 8,953     | 7.1%       | -1,882                |
| Non-operating income and loss                       | -113      | -0.1%      | -224      | -0.2%      | -110                  |
| Ordinary income                                     | 10,722    | 8.9%       | 8,729     | 7.0%       | -1,993                |
| Extraordinary income and loss                       | -1        | -0.0%      | -1,906    | -1.5%      | -1,905                |
| Income before income taxes                          | 10,721    | 8.9%       | 6,822     | 5.4%       | -3,898                |
| Corporate taxes                                     | 3,644     | 3.0%       | 1,834     | 1.5%       | -1,810                |
| Net income attributable to noncontrolling interests | 27        | 0.0%       | 21        | 0.0%       | -6                    |
| Net income attributable to owners of the parents    | 7,049     | 5.9%       | 4,966     | 4.0%       | -2,082                |

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# Balance Sheet (vs. End of Previous Fiscal Year)

(Unit: millions of yen)

|                             | FY2017 Year-End |            | 3Q FY2018 |            | Increase/<br>Decrease |
|-----------------------------|-----------------|------------|-----------|------------|-----------------------|
|                             | Amount          | Percentage | Amount    | Percentage |                       |
| Cash deposit                | 86,854          | 35.5%      | 74,678    | 29.8%      | -12,176               |
| Accounts receivable         | 45,501          | 18.5%      | 34,638    | 13.8%      | -10,863               |
| Inventories                 | 54,552          | 22.2%      | 70,996    | 28.3%      | 16,444                |
| Other current assets        | 1,779           | 0.7%       | 4,701     | 1.9%       | 2,921                 |
| Total current assets        | 188,687         | 76.9%      | 185,014   | 73.8%      | -3,673                |
| Tangible fixed assets       | 41,747          | 16.9%      | 48,835    | 19.5%      | 7,087                 |
| Intangible fixed assets     | 1,187           | 0.5%       | 1,751     | 0.7%       | 564                   |
| Investment and other assets | 13,879          | 5.7%       | 15,151    | 6.0%       | 1,272                 |
| Total fixed assets          | 56,814          | 23.1%      | 65,738    | 26.2%      | 8,924                 |
| Total assets                | 245,501         | 100.0%     | 250,752   | 100.0%     | 5,250                 |

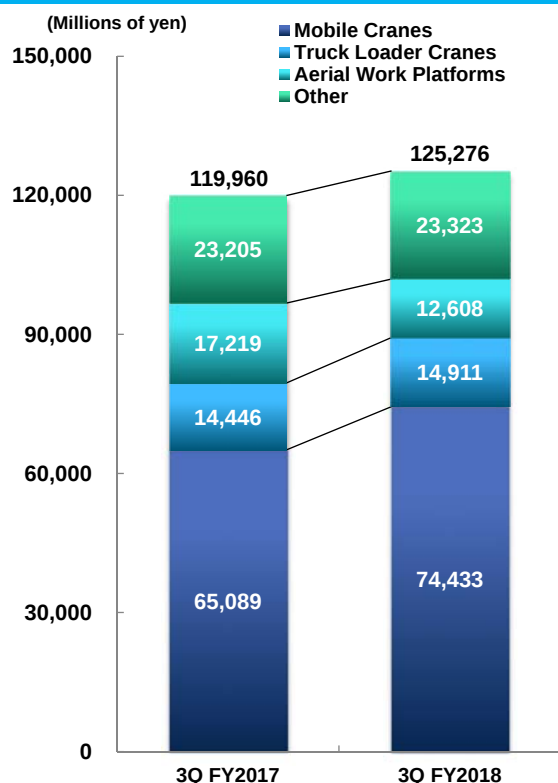
|                              |         |        |         |        |        |
|------------------------------|---------|--------|---------|--------|--------|
| Accounts payable             | 36,727  | 15.0%  | 41,982  | 16.8%  | 5,254  |
| Interest-bearing debt        | 33,750  | 13.7%  | 34,193  | 13.6%  | 442    |
| Other liabilities            | 24,978  | 10.2%  | 23,667  | 9.4%   | -1,311 |
| Total liabilities            | 95,457  | 38.9%  | 99,842  | 39.8%  | 4,385  |
| Total equity                 | 150,044 | 61.1%  | 150,910 | 60.2%  | 865    |
| Total liabilities and equity | 245,501 | 100.0% | 250,752 | 100.0% | 5,250  |

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# Net Sales by Product



Lifting your dreams



(Unit: millions of yen)

|                       | 3Q FY2017      |             | 3Q FY2018      |             | Increase / Decrease |             |
|-----------------------|----------------|-------------|----------------|-------------|---------------------|-------------|
|                       | Amount         | Percentage  | Amount         | Percentage  | Amount              | Percentage  |
| Mobile Cranes         | 65,089         | 54.4%       | 74,433         | 59.4%       | 9,343               | 14.4%       |
| Truck Loader Cranes   | 14,446         | 12.0%       | 14,911         | 11.9%       | 465                 | 3.2%        |
| Aerial Work Platforms | 17,219         | 14.3%       | 12,608         | 10.1%       | -4,611              | -26.8%      |
| Other                 | 23,205         | 19.3%       | 23,323         | 18.6%       | 118                 | 0.5%        |
| <b>Total</b>          | <b>119,960</b> | <b>100%</b> | <b>125,276</b> | <b>100%</b> | <b>5,316</b>        | <b>4.4%</b> |

## Breakdown of Mobile Crane Sales Inside and Outside Japan

|               |        |        |       |       |
|---------------|--------|--------|-------|-------|
| Japan         | 23,085 | 24,403 | 1,318 | 5.7%  |
| Outside Japan | 42,004 | 50,029 | 8,025 | 19.1% |

## Exchange Rate

|     |        |        |
|-----|--------|--------|
| USD | 111.92 | 109.61 |
| EUR | 124.55 | 130.97 |

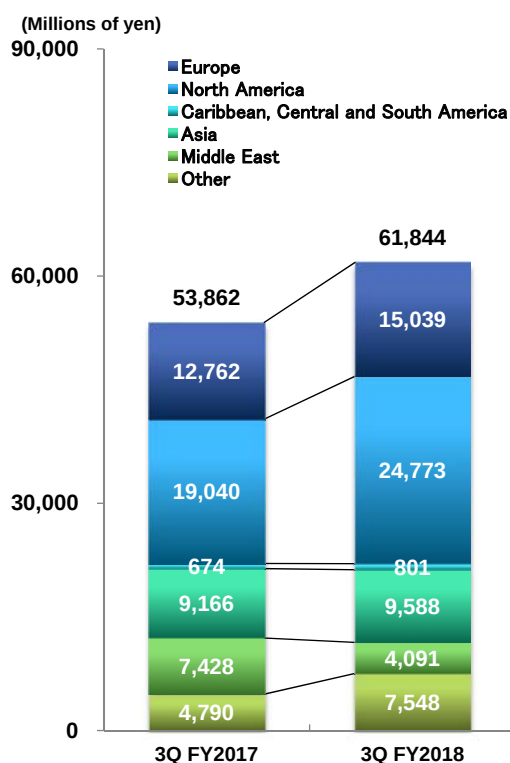
Since the fiscal year for subsidiaries outside Japan ends in December, the rates given here are January-September average.

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# Net Sales by Destination



Lifting your dreams



(Unit: millions of yen)

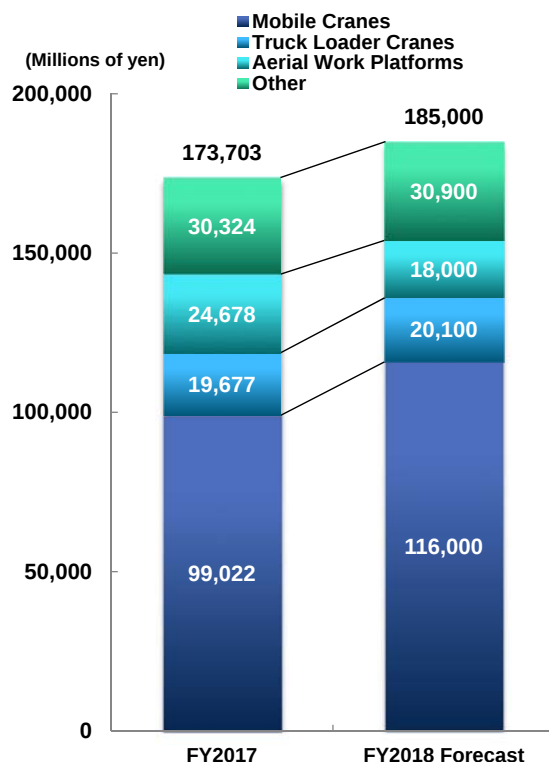
|                                      | 3Q FY2017      |             | 3Q FY2018      |             | Increase / Decrease |             |
|--------------------------------------|----------------|-------------|----------------|-------------|---------------------|-------------|
|                                      | Amount         | Percentage  | Amount         | Percentage  | Amount              | Percentage  |
| Europe                               | 12,762         | 10.6%       | 15,039         | 12.0%       | 2,277               | 17.8%       |
| North America                        | 19,040         | 15.9%       | 24,773         | 19.8%       | 5,733               | 30.1%       |
| Caribbean, Central and South America | 674            | 0.6%        | 802            | 0.6%        | 128                 | 19.0%       |
| Asia                                 | 9,166          | 7.6%        | 9,588          | 7.7%        | 421                 | 4.6%        |
| Middle East                          | 7,428          | 6.2%        | 4,091          | 3.3%        | -3,337              | -44.9%      |
| Other                                | 4,790          | 4.0%        | 7,548          | 6.0%        | 2,758               | 57.6%       |
| Subtotal (total outside Japan sales) | 53,862         | 44.9%       | 61,844         | 49.4%       | 7,981               | 14.8%       |
| Japan                                | 66,097         | 55.1%       | 63,432         | 50.6%       | -2,664              | -4.0%       |
| <b>Total</b>                         | <b>119,960</b> | <b>100%</b> | <b>125,276</b> | <b>100%</b> | <b>5,316</b>        | <b>4.4%</b> |

The graph on the left excludes Japan.

"Other" is comprised of Oceania, Africa and the CIS.

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# FY2018 Forecast (Net Sales by Product)



(Unit: millions of yen)

|                       | FY2017         |             | FY2018 Forecast |             | Increase / Decrease |             |
|-----------------------|----------------|-------------|-----------------|-------------|---------------------|-------------|
|                       | Amount         | Percentage  | Amount          | Percentage  | Amount              | Percentage  |
| Mobile Cranes         | 99,022         | 57.0%       | 116,000         | 62.7%       | 16,978              | 17.1%       |
| Truck Loader Cranes   | 19,677         | 11.3%       | 20,100          | 10.9%       | 423                 | 2.1%        |
| Aerial Work Platforms | 24,678         | 14.2%       | 18,000          | 9.7%        | -6,678              | -27.1%      |
| Other                 | 30,324         | 17.5%       | 30,900          | 16.7%       | 576                 | 1.9%        |
| <b>Total</b>          | <b>173,703</b> | <b>100%</b> | <b>185,000</b>  | <b>100%</b> | <b>11,297</b>       | <b>6.5%</b> |

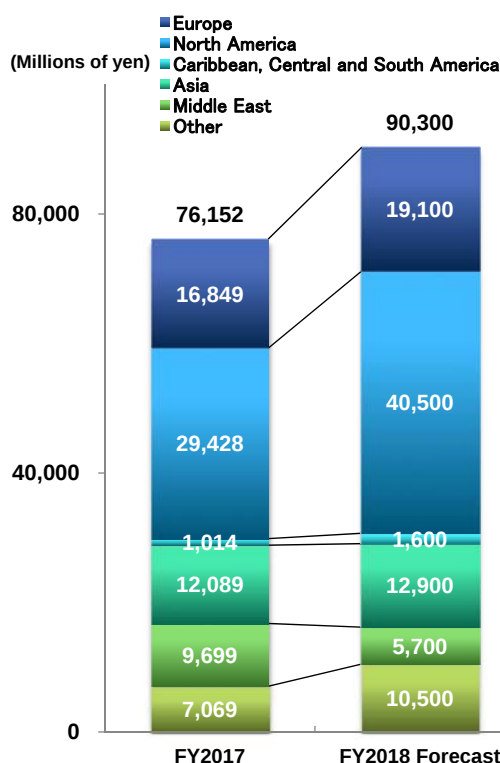
## ◆ Breakdown of Mobile Crane sales Inside and Outside Japan

|               |        |        |        |       |
|---------------|--------|--------|--------|-------|
| Japan         | 38,179 | 41,000 | 2,821  | 7.4%  |
| Outside Japan | 60,843 | 75,000 | 14,157 | 23.3% |

No changes from the forecast released on October 30, 2018.

However, the structure of net sales by product changed according to the latest situation.

# FY2018 Forecast (Net Sales by Destination)



(Unit: millions of yen)

|                                      | FY2017         |             | FY2018 Forecast |             | Increase / Decrease |             |
|--------------------------------------|----------------|-------------|-----------------|-------------|---------------------|-------------|
|                                      | Amount         | Percentage  | Amount          | Percentage  | Amount              | Percentage  |
| Europe                               | 16,849         | 9.7%        | 19,100          | 10.3%       | 2,251               | 13.4%       |
| North America                        | 29,428         | 16.9%       | 40,500          | 21.9%       | 11,072              | 37.6%       |
| Caribbean, Central and South America | 1,014          | 0.6%        | 1,600           | 0.8%        | 586                 | 57.8%       |
| Asia                                 | 12,089         | 7.0%        | 12,900          | 7.0%        | 811                 | 6.7%        |
| Middle East                          | 9,699          | 5.6%        | 5,700           | 3.1%        | -3,999              | -41.2%      |
| Other                                | 7,069          | 4.1%        | 10,500          | 5.7%        | 3,431               | 48.5%       |
| Subtotal (total outside Japan sales) | 76,152         | 43.8%       | 90,300          | 48.8%       | 14,148              | 18.6%       |
| Japan                                | 97,551         | 56.2%       | 94,700          | 51.2%       | -2,851              | -2.9%       |
| <b>Total</b>                         | <b>173,703</b> | <b>100%</b> | <b>185,000</b>  | <b>100%</b> | <b>11,297</b>       | <b>6.5%</b> |

No changes from the forecast released on October 30, 2018.

However, the structure of net sales by destination changed according to the latest situation.

The graph on the left excludes Japan.

"Other" is comprised of Oceania, Africa and the CIS.