

Consolidated Financial Results (Comprehensive) For Third Quarter of FY 2019

(April 1, 2019 through December 31, 2019)

Notes:

- 1) Tadano Ltd. provides this comprehensive financial results report in order to supplement the previously released quantitative report with qualitative information concerning business results for the period under review. Unless otherwise stated, no amendments have been made to the quantitative information herein.
- 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.

February 5, 2020

Tadano Ltd.

◇ The acquisition of the Demag Mobile Cranes business (Hereafter “Demag”) completed on July 31, 2019. In this report, Demag is treated as follows:

- FY2019 3Q Consolidated Financial Statements: B/S as of September 30 and P/L from August to September are included.
 - FY2019 Business Performance Forecast: P/L for 5 months from August to December 2019 is included.
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Income Statement (vs. Same Period of Previous Year)

(Unit: millions of yen)

	3Q FY2018		3Q FY2019		Increase/ Decrease
	Amount	Percentage	Amount	Percentage	
Net sales	125,276	100.0%	148,877	100.0%	23,600
Cost of sales	91,679	73.2%	109,822	73.8%	18,142
Gross profit on installment sales	128	0.1%	-27	-0.0%	-155
Gross profit	33,725	26.9%	39,027	26.2%	5,302
Selling, general, and administrative expenses	24,771	19.8%	28,427	19.1%	3,656
Operating income	8,953	7.1%	10,599	7.1%	1,645
Non-operating income and loss	-224	-0.2%	-651	-0.4%	-426
Ordinary income	8,729	7.0%	9,947	6.7%	1,218
Extraordinary income and loss	-1,906	-1.5%	475	0.3%	2,382
Income before income taxes	6,822	5.4%	10,423	7.0%	3,600
Corporate taxes	1,834	1.5%	3,667	2.5%	1,832
Net income attributable to noncontrolling interests	21	0.0%	11	0.0%	-9
Net income attributable to owners of the parent	4,966	4.0%	6,744	4.5%	1,777

[Key changes of this quarter (April-December)] Cumulative 3Q sales and profit increased

◆ Net sales:

- Consolidated net sales increased by 18.8% compared with the previous 3Q.
- Outside Japan sales ratio was 52.3%.

◆ COGS ratio:

- The COGS ratio deteriorated by 0.6% points compared with the previous 3Q due to the increase in production costs and changes in the composition of sold cranes.

◆ Selling, general and administrative expenses:

- SGA increased by ¥3.6 billion compared with the previous 3Q.

◆ Profits

- Operating income increased by ¥1.6 billion compared with the previous 3Q.
- Ordinary income increased by ¥1.2 billion compared with the previous 3Q.
- Net income attributable to owners of the parent increased by ¥1.7 billion compared with the previous 3Q.

◆ Factors for change in operating income:

- ⇒ Sales Volume Effect +¥7.2 billion
 - ⇒ Sales Price Effect +¥1.2 billion
 - ⇒ Foreign Exchange Effect +¥0.1 billion
 - ⇒ Cost Change Effect -¥3.5 billion
 - ⇒ Other Effects -¥1.2 billion
 - ⇒ Demag Business -¥2.2 billion
- (includes one-time expenses -¥0.7 billion)

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Balance Sheet (vs. End of Previous Fiscal Year)

(Unit: millions of yen)

	FY 2018 Year-End		3Q FY2019		Increase/ Decrease
	Amount	Percentage	Amount	Percentage	
Cash deposits	65,952	25.8%	98,089	28.5%	32,137
Accounts receivable	50,836	19.9%	45,788	13.3%	-5,048
Inventories	62,757	24.5%	107,287	31.2%	44,530
Other current assets	6,610	2.6%	9,105	2.6%	2,495
Total current assets	186,156	72.8%	260,271	75.6%	74,115
Tangible fixed assets	52,597	20.5%	66,205	19.2%	13,608
Intangible fixed assets	1,703	0.7%	1,811	0.5%	107
Investment and other assets	15,336	6.0%	16,014	4.7%	678
Total fixed assets	69,637	27.2%	84,032	24.4%	14,394
Total assets	255,793	100.0%	344,303	100.0%	88,509

[Key changes]

◆ Accounts receivable decreased:

¥50.8 billion → ¥45.7 billion

(The ¥45.7 billion includes ¥4.8 billion at TDG)

⇒ The receivable turnover period ameliorated.

(FY2018 3Q: 76.0 days, FY2018: 98.5 days
→ FY2019 3Q: 71.2 days)

◆ Inventories increased:

¥62.7 billion → ¥107.2 billion

(The ¥107.2 billion includes ¥20.7 billion at TFG and ¥25.2 billion at TDG.)

⇒ The inventory turnover period deteriorated.

(FY2018 3Q: 155.8 days, FY2018: 121.5 days
→ FY2019 3Q: 166.9 days)

◆ Interest-bearing debt increased:

¥30.1 billion → ¥99.8 billion

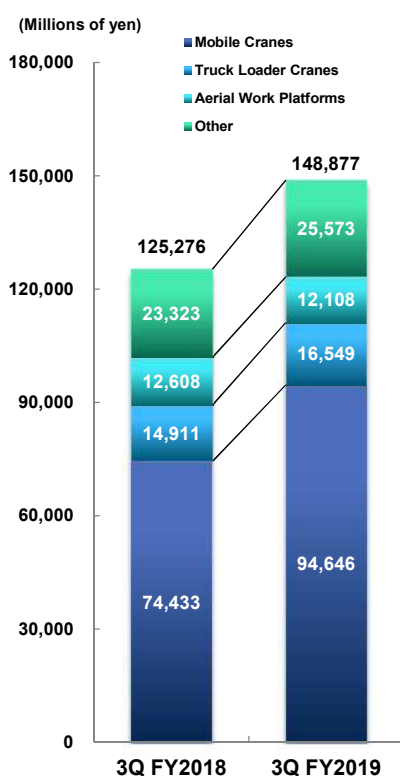
⇒ Short-term: increased by ¥36.6 billion;
Long-term: increased by ¥33.0 billion

*¥30.0 billion of straight bonds were issued on Dec 13.
¥35.6 billion of bridge loan were repaid on Jan 24.
Cash deposits and interest-bearing debt decreased by same amount after the repayment.

Accounts payable	41,792	16.3%	48,129	14.0%	6,337
Interest-bearing debt	30,165	11.8%	99,894	29.0%	69,728
Other liabilities	28,810	11.3%	40,661	11.8%	11,851
Total liabilities	100,768	39.4%	188,685	54.8%	87,917
Total equity	155,025	60.6%	155,617	45.2%	592
Total liabilities and equity	255,793	100.0%	344,303	100.0%	88,509

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Net Sales by Product



(Unit: millions of yen)

	3Q FY2018		3Q FY2019		Tadano (Existing business)		Demag		Increase / Decrease	
	Amount	Percentage	Amount	Percentage	Amount	Percentage	Amount	Percentage	Amount	Percentage
Mobile Cranes	74,433	59.4%	94,646	63.6%	88,829	63.1%	5,817	73.0%	20,212	27.2%
Truck Loader Cranes	14,911	11.9%	16,549	11.1%	16,549	11.7%	-	-	1,638	11.0%
Aerial Work Platforms	12,608	10.1%	12,108	8.1%	12,108	8.6%	-	-	-499	-4.0%
Other	23,323	18.6%	25,573	17.2%	23,422	16.6%	2,151	27.0%	2,249	9.6%
Total	125,276	100%	148,877	100%	140,909	100%	7,968	100%	23,600	18.8%

Breakdown of Mobile Crane Sales Inside and Outside Japan

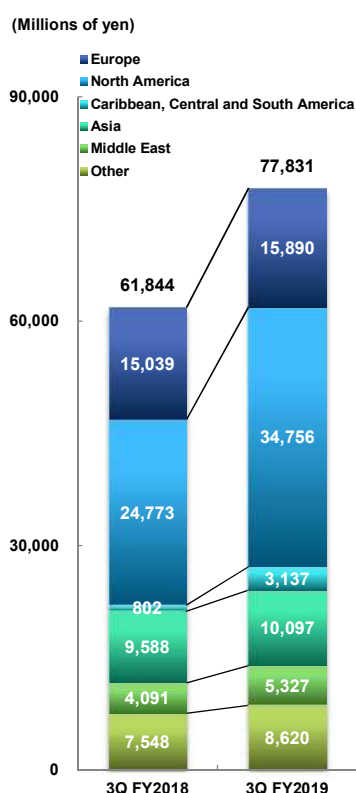
Region	3Q FY2018	3Q FY2019	Tadano (Existing business)	Demag	Increase / Decrease
Japan	24,403	30,260	30,260	-	5,856 24.0%
Outside Japan	50,029	64,385	58,568	5,817	14,355 28.7%

Exchange Rate

Currency	3Q FY2018	3Q FY2019
USD	109.61	109.15
EUR	130.97	122.66

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

Net Sales by Destination



(Unit: millions of yen)

	3Q FY2018		3Q FY2019		Tadano (Existing business)		Demag		Increase / Decrease	
	Amount	Percentage	Amount	Percentage	Amount	Percentage	Amount	Percentage	Amount	Percentage
Europe	15,039	12.0%	15,890	10.7%	12,821	9.1%	3,069	38.5%	850	5.7%
North America	24,773	19.8%	34,756	23.3%	33,386	23.7%	1,370	17.3%	9,982	40.3%
Caribbean, Central and South America	802	0.6%	3,137	2.1%	1,671	1.2%	1,466	18.4%	2,335	291.1%
Asia	9,588	7.7%	10,097	6.8%	9,831	7.0%	266	3.3%	509	5.3%
Middle East	4,091	3.3%	5,327	3.6%	3,585	2.5%	1,742	21.9%	1,235	30.2%
Other	7,548	6.0%	8,620	5.8%	8,586	6.1%	34	0.4%	1,071	14.2%
Subtotal (total outside Japan sales)	61,844	49.4%	77,831	52.3%	69,881	49.6%	7,950	99.8%	15,986	25.9%
Japan	63,432	50.6%	71,046	47.7%	71,029	50.4%	17	0.2%	7,613	12.0%
Total	125,276	100%	148,877	100%	140,909	100%	7,968	100%	23,600	18.8%

The graph on the left excludes Japan.

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

FY 2019 Business Performance Forecast

FY 2019 Business Performance Forecast released on January 31

(Unit: millions of yen)

	FY 2018		FY 2019 Forecast as of Jan 31				Percent change		
	Amount	Percentage	Amount	Percentage	Tadano (Existing business)		Demag		
			Amount	Percentage	Amount	Percentage	Amount	Percentage	
Net sales	188,451	100%	228,000	100%	203,300	100%	24,700	100%	21.0%
Operating income	15,835	8.4%	11,600	5.1%	15,300	7.5%	-3,700	-15.0%	-26.7%
Ordinary income	15,604	8.3%	11,600	5.1%					-25.7%
Net income attributable to owners of the parent	11,462	6.1%	7,000	3.1%					-38.9%

*As a result of the review of FY2019 business performance forecast in consideration of cumulative 3Q business performance, operating income, ordinary income, and net income attributable to owners of the parent are expected to exceed the previous forecast.

The forecast above doesn't take into account the effects of purchase price adjustment, etc. after the closing of Demag acquisition.

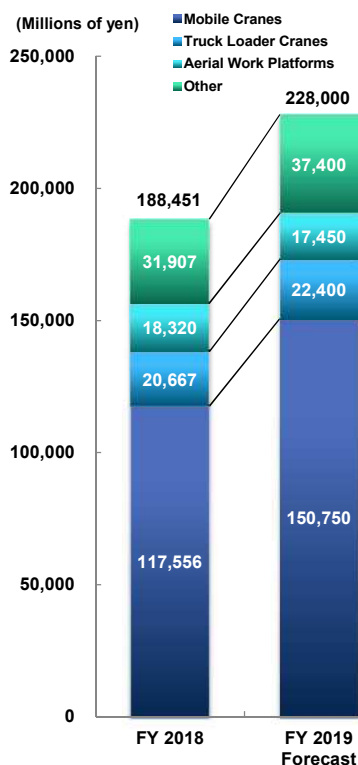
(Reference) FY 2019 Business Performance Forecast released on October 30

(Unit: millions of yen)

	FY 2018		FY 2019 Forecast as of Oct 30				Percent change		
	Amount	Percentage	Amount	Percentage	Tadano (Existing business)		Demag		
			Amount	Percentage	Amount	Percentage	Amount	Percentage	
Net sales	188,451	100%	228,000	100%	200,700	100%	27,300	100%	21.0%
Operating income	15,835	8.4%	10,000	4.4%	14,500	7.2%	-4,500	-16.5%	-36.8%
Ordinary income	15,604	8.3%	10,000	4.4%					-35.9%
Net income attributable to owners of the parent	11,462	6.1%	5,000	2.2%					-56.4%

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FY 2019 Forecast (Net Sales by Product)



(Unit: millions of yen)

	FY 2018		FY 2019 Forecast				Increase / Decrease			
	Amount	Percentage	Amount	Percentage	Tadano (Existing business)		Demag			
			Amount	Percentage	Amount	Percentage	Amount	Percentage	Amount	Percentage
Mobile Cranes	117,556	62.4%	150,750	66.1%	131,400	64.6%	19,350	78.3%	33,194	28.2%
Truck Loader Cranes	20,667	11.0%	22,400	9.8%	22,400	11.0%	-	-	1,733	8.4%
Aerial Work Platforms	18,320	9.7%	17,450	7.7%	17,450	8.6%	-	-	-870	-4.7%
Other	31,907	16.9%	37,400	16.4%	32,050	15.8%	5,350	21.7%	5,493	17.2%
Total	188,451	100%	228,000	100%	203,300	100%	24,700	100%	39,549	21.0%

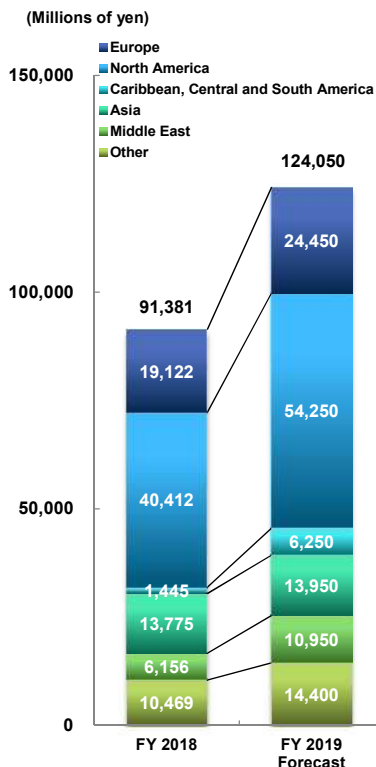
Breakdown of Mobile Crane Sales Inside and Outside Japan

	FY 2018	FY 2019 Forecast	FY 2019 Forecast (Revised)	Increase / Decrease
Japan	42,250	47,900	47,750	5,650
Outside Japan	75,306	102,850	83,650	27,544

FY 2019 business performance forecast was revised on January 31.

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FY 2019 Forecast (Net Sales by Destination)



(Unit: millions of yen)

	FY 2018		FY 2019 Forecast		Tadano (Existing business)		Demag		Increase / Decrease	
	Amount	Percentage	Amount	Percentage	Amount	Percentage	Amount	Percentage	Amount	Percentage
Europe	19,122	10.1%	24,250	10.6%	16,400	8.1%	7,850	31.8%	5,128	26.8%
North America	40,412	21.4%	54,250	23.9%	49,600	24.4%	4,650	18.9%	13,838	34.2%
Caribbean, Central and South America	1,445	0.8%	6,250	2.7%	1,600	0.8%	4,650	18.8%	4,805	332.5%
Asia	13,775	7.3%	13,950	6.1%	13,200	6.5%	750	3.0%	175	1.3%
Middle East	6,156	3.3%	10,950	4.8%	6,600	3.2%	4,350	17.6%	4,794	77.9%
Other	10,469	5.6%	14,400	6.3%	12,150	6.0%	2,250	9.1%	3,931	37.5%
Subtotal (total outside Japan sales)	91,381	48.5%	124,050	54.4%	99,550	49.0%	24,500	99.2%	32,669	35.8%
Japan	97,069	51.5%	103,950	45.6%	103,750	51.0%	200	0.8%	6,881	7.1%
Total	188,451	100%	228,000	100%	203,300	100%	24,700	100%	39,549	21.0%

FY 2019 business performance forecast was revised on January 31.

The graph on the left excludes Japan.

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