

Consolidated Financial Results (Comprehensive) For First Quarter of FY 2017

(April 1, 2017 through June 30, 2017)

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.

August 2, 2017

Tadano Ltd.

Income Statement (vs. Previous Year)



Lifting your dreams

(Unit: millions of yen)

	1Q FY2016		1Q FY2017		Increase/ Decrease
	Amount	Percentage	Amount	Percentage	
Net sales	41,987	100.0%	35,231	100.0%	-6,755
Cost of sales	28,786	68.6%	25,055	71.1%	-3,731
Gross profit on installment sales	35	0.1%	35	0.1%	-0
Gross profit	13,236	31.5%	10,211	29.0%	-3,024
Selling, general, and administrative expenses	7,448	17.7%	7,428	21.1%	-19
Operating income	5,788	13.8%	2,783	7.9%	-3,005
Non-operating income and loss	-117	-0.3%	-45	-0.1%	72
Ordinary income	5,670	13.5%	2,737	7.8%	-2,933
Extraordinary income and loss	-55	-0.1%	-14	-0.1%	41
Income before income taxes	5,615	13.4%	2,723	7.7%	-2,891
Corporate taxes	1,594	3.8%	722	2.1%	-871
Net income attributable to noncontrolling interests	19	0.0%	13	0.0%	-5
Net income attributable to Tadano Ltd.	4,001	9.5%	1,986	5.6%	-2,014

[Key changes of this quarter (April-June) Sales and profits decreased for the second consecutive year

➤ Net sales:

- Consolidated net sales decreased by 16.1% compared with the previous 1Q.
- Outside Japan sales ratio was 47.6%.

➤ COGS ratio:

- Decreased sales and foreign exchange effects drove up the COGS ratio to 71.1%, by 2.5% points from the previous 1Q.

➤ Selling, general and administrative expenses:

- SGA decreased by ¥19 million compared with the previous 1Q.

➤ Profits:

- Operating income decreased by ¥3 billion compared with the previous 1Q.
- Ordinary income decreased by ¥2.9 billion compared with the previous 1Q.
- Net income attributable to Tadano Ltd. decreased by ¥2 billion compared with the previous 1Q.

➤ Factors for change in operating income:

➔ Sales Volume Effect	- ¥2.5 billion
➔ Sales Price Effect	+¥0.1 billion
➔ Foreign Exchange Effect	- ¥0.1 billion
➔ Cost Change Effect	+¥0.1 billion
➔ Other Effects	- ¥0.6 billion

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Balance Sheet (vs. End of Previous Fiscal Year)



Lifting your dreams

(Unit : millions of yen)

	FY2016 Year-End		1Q FY2017		Increase/ Decrease
	Amount	Percentage	Amount	Percentage	
Cash deposit	68,745	29.9%	72,133	31.3%	3,388
Accounts receivable	48,717	21.2%	39,894	17.3%	-8,822
Inventories	54,877	23.9%	60,903	26.5%	6,026
Other current assets	5,624	2.4%	5,169	2.2%	-454
Total current assets	177,965	77.4%	178,101	77.3%	136
Tangible fixed assets	41,183	18.0%	41,152	17.9%	-31
Intangible fixed assets	1,181	0.5%	1,142	0.5%	-39
Investment and other assets	9,469	4.1%	9,866	4.3%	396
Total fixed assets	51,834	22.6%	52,160	22.7%	325
Total assets	229,799	100.0%	230,262	100.0%	462

Accounts payable	26,080	11.3%	31,692	13.8%	5,611
Interest-bearing debt	37,235	16.3%	36,368	15.8%	-867
Other liabilities	23,934	10.4%	19,845	8.6%	-4,089
Total liabilities	87,250	38.0%	87,905	38.2%	654
Total equity	142,549	62.0%	142,357	61.8%	-192
Total liabilities and equity	229,799	100.0%	230,262	100.0%	462

[Key changes]

➤ Accounts receivable decreased:

¥ 48.7billion → ¥ 39.8 billion

- ➔ The receivable turnover period increased (1Q FY2016: 98.6 days, FY2016: 99.0 days → 1Q FY2017: 103.0 days)

➤ Inventories increased:

¥ 54.8 billion → ¥ 60.9 billion

- (The ¥60.9 billion includes ¥17.5 billion in TADANO FAUN GmbH)
- ➔ The inventory turnover period increased. (1Q FY2016: 134.7 days, FY2016: 111.5 days → 1Q FY2017: 157.3 days)

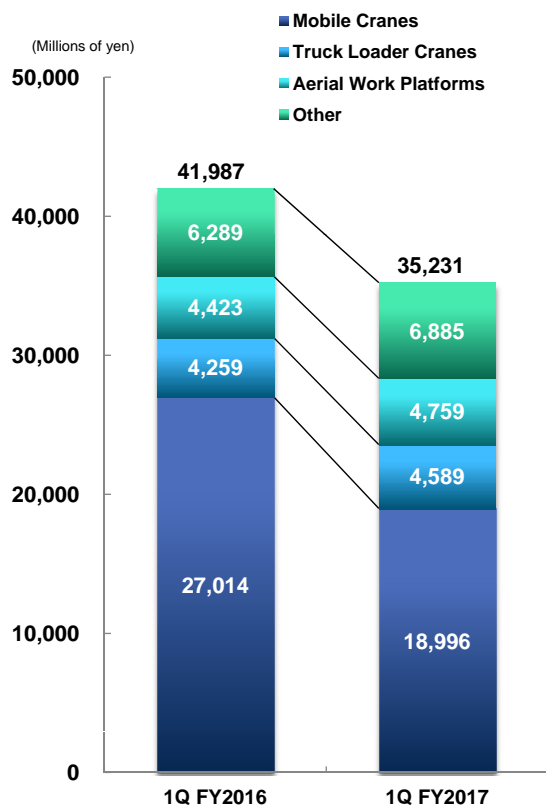
➤ Interest-bearing debt decreased:

¥ 37.2 billion → ¥ 36.3 billion

- ➔ Short-term: decreased by ¥0.9 billion; Long-term: increased by ¥0.0 billion

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Net Sales by Product



(Unit: millions of yen)

	1Q FY2016		1Q FY2017		Increase / Decrease	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
Mobile Cranes	27,014	64.4%	18,996	54.0%	-8,018	-29.7%
Truck Loader Cranes	4,259	10.1%	4,589	13.0%	330	7.8%
Aerial Work Platforms	4,423	10.5%	4,759	13.5%	336	7.6%
Other	6,289	15.0%	6,885	19.5%	595	9.5%
Total	41,987	100%	35,231	100%	-6,755	-16.1%

Breakdown of Mobile Crane Sales Inside and Outside Japan

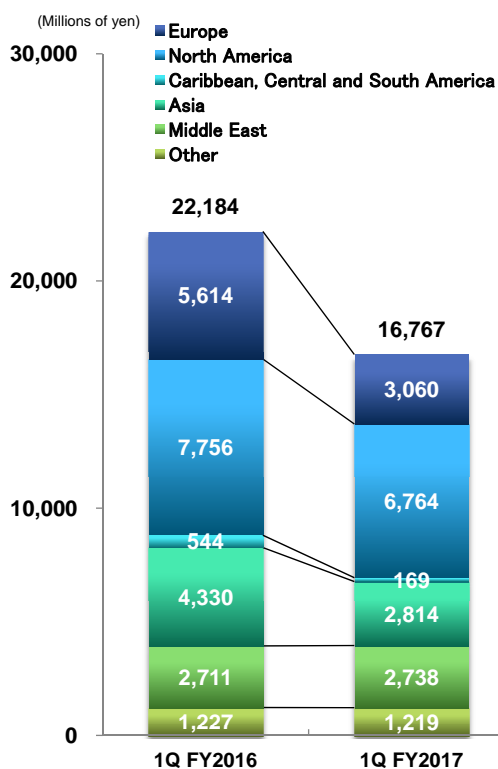
Japan	7,622	5,626	-1,996	-26.2%
Outside Japan	19,392	13,369	-6,022	-31.1%

Exchange Rate (January-March Average Rate)

USD	115.48	113.64
EUR	127.23	121.08

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

Net Sales by Destination

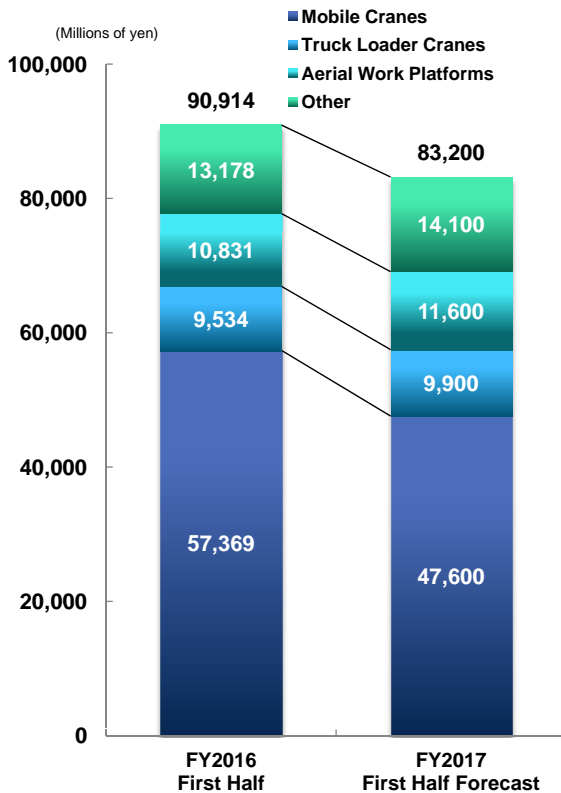


(Unit: millions of yen)

	1Q FY2016		1Q FY2017		Increase / Decrease	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
Europe	5,614	13.4%	3,060	8.7%	-2,554	-45.5%
North America	7,756	18.5%	6,764	19.2%	-991	-12.8%
Caribbean, Central and South America	544	1.3%	169	0.5%	-375	-68.9%
Asia	4,330	10.3%	2,814	8.0%	-1,515	-35.0%
Middle East	2,711	6.4%	2,738	7.8%	26	1.0%
Other	1,227	2.9%	1,219	3.4%	-7	-0.6%
Subtotal (total outside Japan sales)	22,184	52.8%	16,767	47.6%	-5,417	-24.4%
Japan	19,802	47.2%	18,464	52.4%	-1,338	-6.8%
Total	41,987	100%	35,231	100%	-6,756	-16.1%

The graph on the left excludes Japan. "Other" is comprised of Oceania, Africa and the CIS.

FY2017 First Half Forecast (Net Sales by Product)



(Unit: millions of yen)

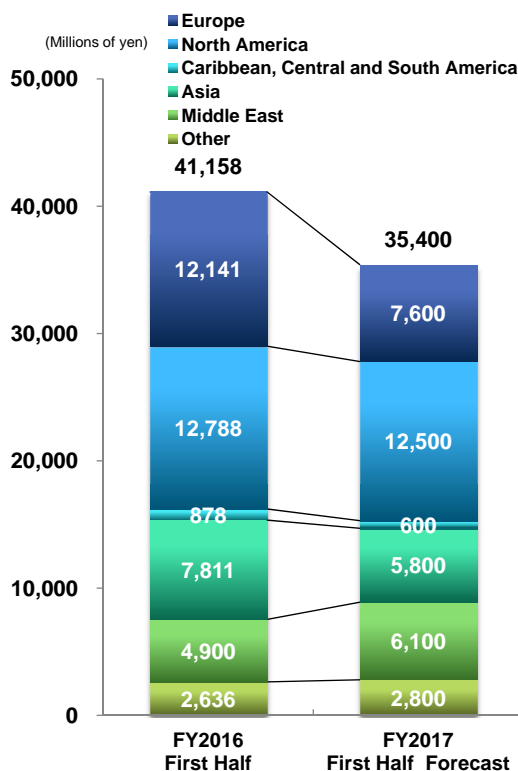
	FY2016 First Half		FY2017 First Half Forecast		Increase / Decrease	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
Mobile Cranes	57,369	63.1%	47,600	57.2%	-9,769	-17.0%
Truck Loader Cranes	9,534	10.5%	9,900	11.9%	365	3.8%
Aerial Work Platforms	10,831	11.9%	11,600	13.9%	768	7.1%
Other	13,178	14.5%	14,100	17.0%	921	7.0%
Total	90,914	100%	83,200	100%	-7,714	-8.5%

Breakdown of Mobile Crane Sales Inside and Outside Japan

Japan	22,429	19,500	-2,929	-13.1%
Outside Japan	34,939	28,100	-6,839	-19.6%

No changes from the forecast released on April 28, 2017.

FY2017 First Half Forecast (Net Sales by Destination)



(Unit: millions of yen)

	FY2016 First Half		FY2017 First Half Forecast		Increase / Decrease	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
Europe	12,141	13.3%	7,600	9.1%	-4,541	-37.4%
North America	12,788	14.1%	12,500	15.0%	-288	-2.3%
Caribbean, Central and South America	878	1.0%	600	0.7%	-278	-31.7%
Asia	7,811	8.6%	5,800	7.0%	-2,011	-25.8%
Middle East	4,900	5.4%	6,100	7.3%	1,199	24.5%
Other	2,636	2.9%	2,800	3.4%	163	6.2%
Subtotal (total outside Japan sales)	41,158	45.3%	35,400	42.5%	-5,758	-14.0%
Japan	49,755	54.7%	47,800	57.5%	-1,955	-3.9%
Total	90,914	100%	83,200	100%	-7,714	-8.5%

No changes from the forecast released on April 28, 2017.

The graph on the left excludes Japan.

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