

Consolidated Financial Results (Comprehensive) For First Quarter of FY 2018

(April 1, 2018 through June 30, 2018)

Notes:

- 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.
- 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, 2018

Tadano Ltd.



Income Statement (vs. Previous Year)



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(Unit: millions of yen)

	1Q FY2017		1Q F	Increase/ Decrease	
	Amount	Percentage	Amount	Percentage	Doorodoo
Net sales	35,231	100.0%	34,894	100.0%	-337
Cost of sales	25,055	71.1%	24,736	70.9%	-319
Gross profit on installment sales	35	0.1%	77	0.2%	42
Gross profit	10,211	29.0%	10,235	29.3%	24
Selling, general, and administrative expenses	7,428	21.1%	7,958	22.8%	529
Operating income	2,783	7.9%	2,277	6.5%	-505
Non-operating income and loss	-45	-0.1%	-69	-0.2%	-24
Ordinary income	2,737	7.8%	2,207	6.3%	-529
Extraordinary income and loss	-14	-0.1%	1	0.0%	15
Income before income taxes	2,723	7.7%	2,208	6.3%	-514
Corporate taxes	722	2.1%	398	1.1%	-324
Net income attributable to noncontrolling interests	13	0.0%	10	0.0%	-3
Net income attributable to Tadano Ltd.	1,986	5.6%	1,799	5.2%	-187

[Key Points for this quarter (April-June)] Sales and profits decreased for the third consecutive year

Net sales:

- Consolidated net sales decreased by 1.0% compared with the previous 1Q.
- Outside Japan sales ratio was 46.4%.

◆ COGS ratio:

- The COGS ratio improved by 0.2% compared with the previous 1Q.
- The COGS ratio was 70.9%.

♦ Selling, general and administrative expenses:

 SGA increased by ¥0.5 billion compared with the previous 1Q.

Profits:

- Operating income decreased by ¥0.5 billion compared with the previous 1Q.
- Ordinary income decreased by ¥0.5 billion compared with the previous 1Q.
- Net income attributable to Tadano Ltd. decreased by ¥0.1 billion compared with the previous 1Q.

♦ Factors for change in operating income:

⇒ Sales Volume Effect	-¥0.2	billior
⇒ Sales Price Effect	+¥0.3	billior
⇒ Foreign Exchange Effect	-¥0.2	billior
⇒ Cost Change Effect	-¥0.4	billior

⇒ Other Effects -¥0.0 billion

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Balance Sheet (vs. End of Previous Fiscal Year)



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(Unit: millions of yen)

	FY2017 Y	ear-End	1Q FY	2018	Increase/ Decrease
	Amount	Percentage	Amount	Percentage	20010000
Cash deposits	86,854	35.4%	80,619	33.1%	-6,234
Accounts receivable	45,501	18.6%	35,064	14.4%	-10,437
Inventories	54,552	22.2%	63,387	26.1%	8,835
Other current assets	1,779	0.7%	2,998	1.2%	1,218
Total current assets	188,687	76.9%	182,069	74.8%	-6,618
Tangible fixed assets	41,747	17.0%	42,389	17.4%	641
Intangible fixed assets	1,187	0.5%	1,511	0.6%	324
Investment and other assets	13,879	5.6%	17,459	7.2%	3,579
Total fixed assets	56,814	23.1%	61,360	25.2%	4,546
Total assets	245,501	100.0%	243,430	100.0%	-2,071

Accounts payable	36,727	15.0%	38,798	15.9%	2,071
Interest-bearing debt	33,750	13.7%	33,711	13.9%	-38
Other liabilities	24,978	10.2%	21,978	9.0%	-3,000
Total liabilities	95,457	38.9%	94,488	38.8%	-968
Total equity	150,044	61.1%	148,941	61.2%	-1,103
Total liabilities and equity	245,501	100.0%	243,430	100.0%	-2,071

[Key changes]

◆ Accounts receivable decreased:

¥45.5 billion → ¥35.0 billion

- ⇒ The receivable turnover period ameliorated. (1Q FY2017: 103.0 days, FY2017: 95.6 days →1Q FY2018: 91.4 days)
- ◆ Inventories increased:

¥54.5 billion → ¥63.3 billion

(The ¥63.3 billion includes ¥20.8 billion at TFG.)

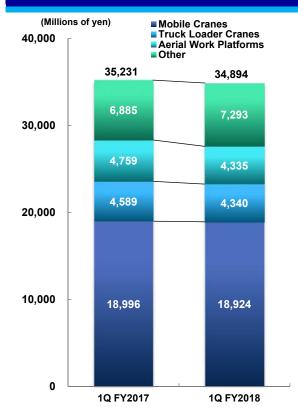
- ⇒ The inventory turnover period deteriorated. (1Q FY2017: 157.3 days, FY2017: 114.6 days →1Q FY2018: 165.3 days)
- ◆ Interest-bearing debt remains unchanged: ¥33.7 billion → ¥33.7 billion
- ⇒ Both short-term and long-term debt remain unchanged.

A reclassification has been made for the Balance Sheet, in accordance with Partial Amendments to the Japanese Accounting Standard for Tax Effect Accounting.

Net Sales by Product



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(Unit: millions of yen)								
	1Q FY	2017	1Q FY	2018	Increase / Decrease			
	Amount	Percentage	Amount	Percentage	Amount	Percentage		
Mobile Cranes	18,996	54.0%	18,924	54.2%	-71	-0.4%		
Truck Loader Cranes	4,589	13.0%	4,340	12.4%	-249	-5.4%		
Aerial Work Platforms	4,759	13.5%	4,335	12.4%	-423	-8.9%		
Other	6,885	19.5%	7,293	21.0%	407	5.9%		
Total	35,231	100%	34,894	100%	-337	-1.0%		

Breakdown of Mobile Crane Sales Inside and Outside Japan

Japan	5,626	6,296	670	11.9%
Outside Japan	13,369	12,628	-741	-5.5%

Exchange Rate (January-March Average Rate)

USD	113.64	108.30
EUR	121.08	133.22

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

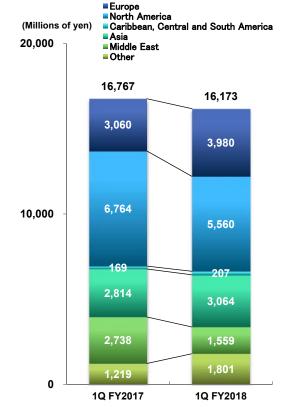
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Net Sales by Destination



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(Unit: millions of you)



(Unit: millions of								
	1Q FY2017		1Q FY	1Q FY2018		Decrease		
	Amount	Percentage	Amount	Percentage	Amount	Percentage		
Europe	3,060	8.7%	3,980	11.4%	919	30.1%		
North America	6,764	19.2%	5,560	15.9%	-1,204	-17.8%		
Caribbean,Central and South America	169	0.5%	207	0.6%	37	22.2%		
Asia	2,814	8.0%	3,064	8.8%	250	8.9%		
Middle East	2,738	7.8%	1,559	4.5%	-1,179	-43.1%		
Other	1,219	3.4%	1,801	5.2%	581	47.7%		
Subtotal (total outside Japan sales)	16,767	47.6%	16,173	46.4%	-593	-3.5%		
Japan	18,464	52.4%	18,720	53.6%	256	1.4%		
Total	35,231	100%	34,894	100%	-337	-1.0%		

The graph on the left excludes Japan.

[&]quot;Other" is comprised of Oceania, Africa and the CIS.

FY2018 Forecast



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♦ First Half Forecast (Announced on July 31, 2018)

(Unit: millions of yen)

	FY2 First	017 Half	FY2018 First Half Forecast (April 27)		First Half Forecast First Half Forecast Forecast Chang		First Half Forecast		t Change
	Amount	Percentage	Am ount	Percentage	Amount	Percentage	Amount	Percentage	
Net sales	82,880	100.0%	90,000	100.0%	83,000	100.0%	-7,000	-7.8%	
Operating income	8,548	10.3%	7,000	7.8%	5,500	6.6%	-1,500	-21.4%	
Ordinary income	8,386	10.1%	7,000	7.8%	5,500	6.6%	-1,500	-21.4%	
Net income attributable to Tadano Ltd.	5,969	7.2%	4,500	5.0%	4,000	4.8%	-500	-11.1%	

Reason for forecast revision:

Given the performance of our subsidiaries outside of Japan, we have revised our forecast for the first half of FY 2018 (announced on April 27, 2018).

♦Full-Year Forecast (Unchanged)

	FY2	017	FY2018 Forecast (April 27)			
	Amount	Percentage	Amount	Percentage		
Net sales	173,703	100.0%	192,000	100.0%		
Operating income	15,511	8.9%	17,000	8.9%		
Ordinary income	14,907	8.6%	16,500	8.6%		
Net income attributable to Tadano Ltd.	9,391	5.4%	11,500	6.0%		

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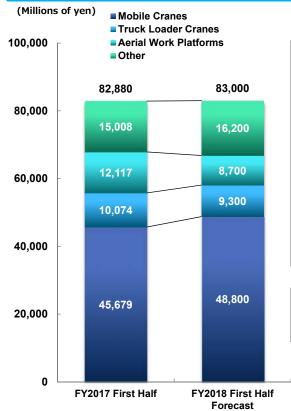


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FY2018 First Half Forecast (Net Sales by Product)



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(Unit: millions of ye							
	FY20 First		-	FY2018 First Half Forecast		Increase / Decrease	
	Amount	Percentage	Amount	Percentage	Amount	Percentage	
Mobile Cranes	45,679	55.2%	48,800	58.8%	3,120	6.8%	
Truck Loader Cranes	10,074	12.2%	9,300	11.2%	-774	-7.7%	
Aerial Work Platforms	12,117	14.5%	8,700	10.5%	-3,417	-28.2%	
Other	15,008	18.1%	16,200	19.5%	1,191	7.9%	
Total	82,880	100%	83,000	100%	119	0.1%	

Breakdown of Mobile Crane Sales Inside and Outside Japan

Japan	18,160	17,500	-660	-3.6%
Outside Japan	27,519	31,300	3,780	13.7%

Forecast revised on July 31, 2018.

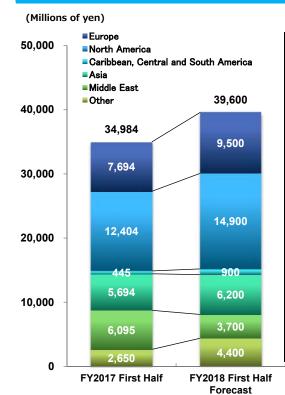
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FY2018 First Half Forecast (Net Sales by Destination)



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(Unit: millions of yen)



	FY2017 First Half		FY2018 First Half Forecast		Increase / Decrease	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
Europe	7,694	9.3%	9,500	11.4%	1,805	23.5%
North America	12,404	15.0%	14,900	17.9%	2,495	20.1%
Caribbean,Central and South America	445	0.5%	900	1.1%	454	102.0%
Asia	5,694	6.9%	6,200	7.5%	505	8.9%
Middle East	6,095	7.3%	3,700	4.5%	-2,395	-39.3%
Other	2,650	3.2%	4,400	5.3%	1,749	66.0%
Subtotal (total outside Japan sales)	34,984	42.2%	39,600	47.7%	4,615	13.2%
Japan	47,895	57.8%	43,400	52.3%	-4,495	-9.4%
Total	82,880	100%	83,000	100%	119	0.1%

Forecast revised on July 31, 2018.

The graph on the left excludes Japan.

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