

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

(Cumulative Term April 1, 2017 through December 31, 2017)

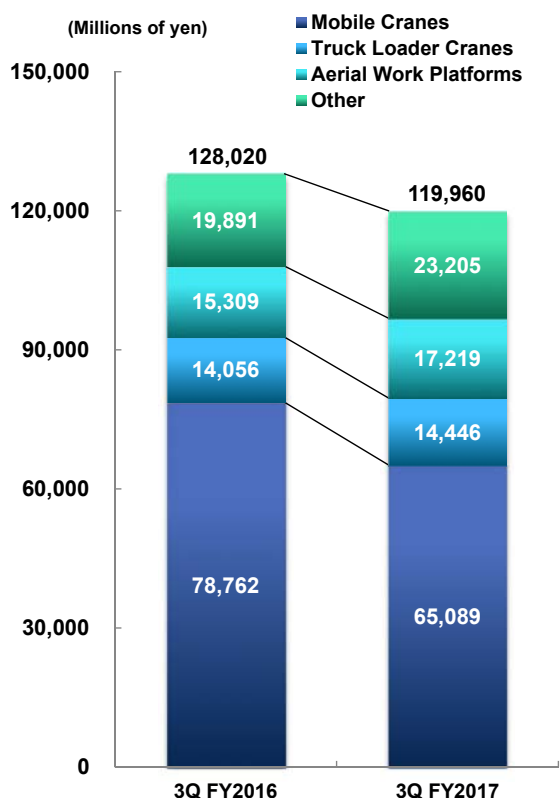
Notes:

- 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.

February 6, 2018

Tadano Ltd.

Net Sales by Product



(Unit: millions of yen)

	3Q FY2016		3Q FY2017		Increase / Decrease	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
Mobile Cranes	78,762	61.5%	65,089	54.4%	-13,672	-17.4%
Truck Loader Cranes	14,056	11.0%	14,446	12.0%	389	2.8%
Aerial Work Platforms	15,309	12.0%	17,219	14.3%	1,909	12.5%
Other	19,891	15.5%	23,205	19.3%	3,313	16.7%
Total	128,020	100%	119,960	100%	-8,059	-6.3%

Breakdown of Mobile Crane sales Inside and Outside Japan

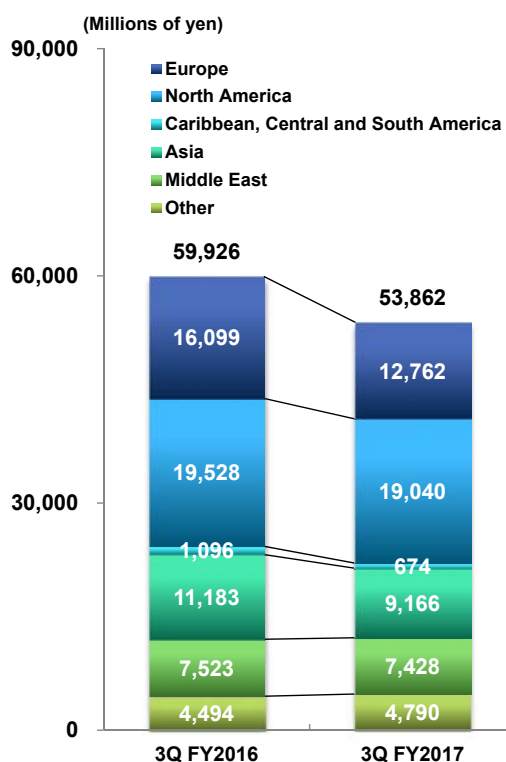
Japan	28,163	23,085	-5,078	-18.0%
Outside Japan	50,599	42,004	-8,594	-17.0%

Exchange Rate (January-September Average Rate)

USD	108.69	111.92
EUR	121.17	124.55

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

Net Sales by Destination



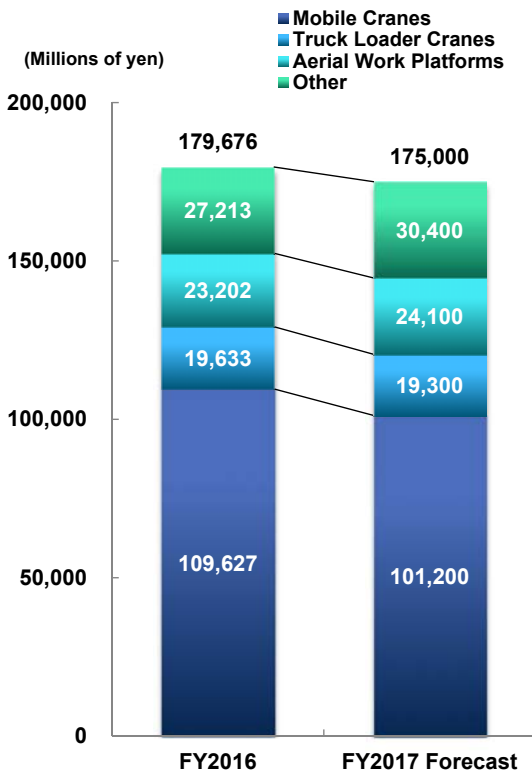
(Unit: millions of yen)

	3Q FY2016		3Q FY2017		Increase / Decrease	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
Europe	16,099	12.5%	12,762	10.6%	-3,337	-20.7%
North America	19,528	15.3%	19,040	15.9%	-487	-2.5%
Caribbean, Central and South America	1,096	0.9%	674	0.6%	-422	-38.6%
Asia	11,183	8.7%	9,166	7.6%	-2,016	-18.0%
Middle East	7,523	5.9%	7,428	6.2%	-95	-1.3%
Other	4,494	3.5%	4,790	4.0%	295	6.6%
Subtotal (total outside Japan sales)	59,926	46.8%	53,862	44.9%	-6,063	-10.1%
Japan	68,093	53.2%	66,097	55.1%	-1,995	-2.9%
Total	128,020	100%	119,960	100%	-8,059	-6.3%

The graph on the left excludes Japan.

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

FY2017 Forecast (Net Sales by Product)



(Unit: millions of yen)

	FY2016		FY2017 Forecast		Increase / Decrease	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
Mobile Cranes	109,627	61.0%	101,200	57.8%	-8,427	-7.7%
Truck Loader Cranes	19,633	10.9%	19,300	11.0%	-333	-1.7%
Aerial Work Platforms	23,202	12.9%	24,100	13.8%	898	3.9%
Other	27,213	15.2%	30,400	17.4%	3,187	11.7%
Total	179,676	100%	175,000	100%	-4,676	-2.6%

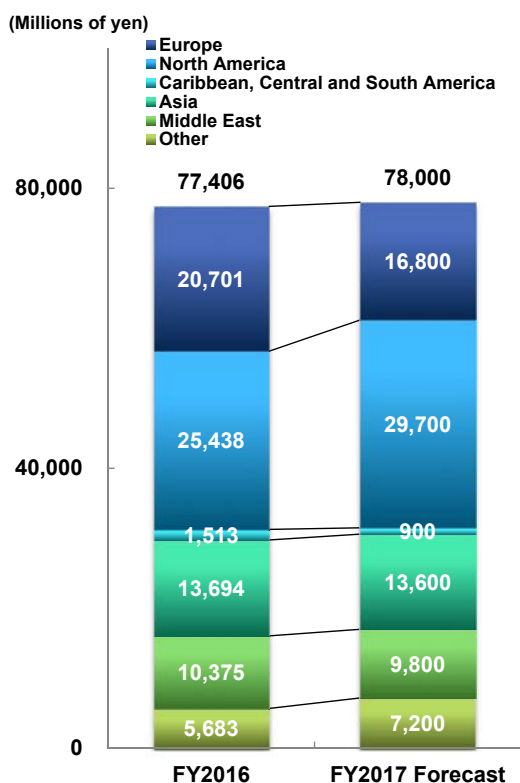
◆ Breakdown of Mobile Crane sales Inside and Outside Japan

Japan	45,017	39,100	-5,917	-13.1%
Outside Japan	64,609	62,100	-2,509	-3.9%

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

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

FY2017 Forecast (Net Sales by Destination)



(Unit: millions of yen)

	FY2016		FY2017 Forecast		Increase / Decrease	
	Amount	Percentage	Amount	Percentage	Amount	Percentage
Europe	20,701	11.5%	16,800	9.6%	-3,901	-18.8%
North America	25,438	14.2%	29,700	17.0%	4,262	16.8%
Caribbean, Central and South America	1,513	0.8%	900	0.5%	-613	-40.5%
Asia	13,694	7.6%	13,600	7.8%	-94	-0.7%
Middle East	10,375	5.8%	9,800	5.6%	-575	-5.5%
Other	5,683	3.2%	7,200	4.1%	1,517	26.7%
Subtotal (total outside Japan sales)	77,406	43.1%	78,000	44.6%	594	0.8%
Japan	102,270	56.9%	97,000	55.4%	-5,270	-5.2%
Total	179,676	100%	175,000	100%	-4,676	-2.6%

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

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.