

# Overview of Operations by Region

## Net Sales

(Billions of yen)

	FY2016	FY2017	FY2018 (Forecast)
Japan	297.3	349.4	400.0
North America	310.0	352.5	390.0
Europe	433.5	454.8	460.0
Asia	433.5	591.6	645.0
Other Regions	432.3	444.1	505.0
<b>Total</b>	<b>1,906.6</b>	<b>2,192.4</b>	<b>2,400.0</b>

## Operating Profit (Loss)

(Billions of yen)

	FY2016	FY2017
Japan	(35.8)	(14.1)
North America	(15.5)	1.0
Europe	(21.6)	10.9
Asia	51.2	64.1
Other Regions	26.8	36.3
<b>Total</b>	<b>5.1</b>	<b>98.2</b>

## Sales Volume (Retail)

(Thousands of units)

	FY2016	FY2017	FY2018 (Forecast)
Japan	80	98	105
North America	144	155	184
Europe	179	193	210
Asia	315	432	504
Other Regions	208	223	247
<b>Total</b>	<b>926</b>	<b>1,101</b>	<b>1,250</b>

Notes:

1 From the year ended March 31, 2018, Puerto Rico has been reclassified from Other Regions to North America. Figures for the year ended March 31, 2017 have been retroactively adjusted to account for this change.

2 From the year ending March 31, 2019, certain countries in Asia and Europe have been reclassified to Other Regions.

## Japan

### Performance in the year ended March 31, 2018

In the year ended March 31, 2018, our sales volume (retail) in the Japanese market rose 18,000 units year on year, or 23%, to 98,000 units, due to a recovery in minicars and favorable sales from the startup of the *Eclipse Cross*.

In line with the increase in sales volume, sales rose ¥52.1 billion year on year, to ¥349.4 billion. The operating loss improved ¥21.7 billion from the previous fiscal year to ¥14.1 billion.

### Outlook for the year ending March 31, 2019

In the year ending March 31, 2019, we expect to introduce new model and see an increase in sales of the *Eclipse Cross*, which was launched in March 2018. As a result, we anticipate sales volume of 105,000 units, up 7,000 units, or 7%, from the year ended March 31, 2018. We also forecast sales of ¥400.0 billion, up ¥50.6 billion from the year ended March 31, 2018.



*Eclipse Cross*



*Delica D:5 ACTIVE GEAR*

## North America

### Performance in the year ended March 31, 2018

In the North American market, sales volume in the year ended March 31, 2018 rose 11,000 units, or 8%, to 155,000 units due to favorable sales of the *Outlander* and *Outlander Sport*.

Due to higher sales volume, sales grew ¥42.5 billion, to ¥352.5 billion. At the operating level, performance improved ¥16.5 billion year on year, to operating profit of ¥1.0 billion.

### Outlook for the year ending March 31, 2019

We expect sales volume to rise 29,000 units, or 19%, from the year ended March 31, 2018, to 184,000 units, centering on higher sales of the *Outlander PHEV* and the *Eclipse Cross*, which we launched in the second half of the year ended March 31, 2018. Accordingly, we forecast sales of ¥390.0 billion, up ¥37.5 billion from the year ended March 31, 2018.



*Eclipse Cross*



*Outlander PHEV*

## Europe

### Performance in the year ended March 31, 2018

In the European market, sales volume in the year ended March 31, 2018, came to 193,000 units, up 14,000 units, or 8%. This rise was attributable to favorable sales of the *Outlander* and *Pajero Sport* in Russia and robust sales in Germany and the United Kingdom.

Due to the rise in sales volume, sales grew ¥21.3 billion year on year, to ¥454.8 billion, and performance at the operating level improved ¥32.5 billion, from an operating loss of ¥21.6 billion to operating profit of ¥10.9 billion.

### Outlook for the year ending March 31, 2019

Due to strong sales in Europe, centered on the *Eclipse Cross* and the *Outlander PHEV*, we anticipate sales volume of 210,000 units and sales of ¥460.0 billion.



*Outlander*



*Eclipse Cross*

## Overview of Operations by Region

### Asia

#### Performance in the year ended March 31, 2018

Sales volume in Asia was up 117,000 units, or 37%, to 432,000 units. This significant increase stemmed from favorable sales of the *XPANDER*, launched in Indonesia in September 2017, and pick-up trucks in Thailand. Sales also remained strong for the *Outlander*, which we began producing locally in China in 2016.

In the ASEAN region, sales grew ¥156.9 billion year on year, pushing up sales for Asia as a whole by ¥158.1 billion, to ¥591.6 billion, and leading to operating profit of ¥64.1 billion, up ¥12.9 billion.

#### Outlook for the year ending March 31, 2019

In Asia, we plan to roll out sales of the *XPANDER*, which is popular in Indonesia, to the Philippines, Thailand and Vietnam. In China, we will sell the *Eclipse Cross*, which is produced locally, and augment our sales network. For the region as a whole, we forecast sales volume of 504,000 vehicles and sales of ¥645.0 billion.

Note: From the year ending March 31, 2019, certain countries in Asia and Europe have been reclassified to Other Regions.



*XPANDER*



*Outlander*

### Other Regions (Australia, New Zealand, Latin America, Middle East and Africa)

#### Performance in the year ended March 31, 2018

In the year ended March 31, 2018, sales volume in other regions rose by 15,000 vehicles, or 7% year on year, to 223,000 units, buoyed by higher sales in Australia.

Aided by the rise in sales volume, sales grew ¥11.8 billion year on year, to ¥444.1 billion, and operating profit expanded ¥9.5 billion, to ¥36.3 billion.

#### Outlook for the year ending March 31, 2019

In the year ending March 31, 2019, we expect sales volume of 247,000 units and sales of ¥505.0 billion, due to higher sales of the *Eclipse Cross* and a new global core model.

Note: From the year ending March 31, 2019, certain countries in Asia and Europe have been reclassified to Other Regions.



*Triton/L200*



*Pajero Sport*