

## Summary of FY2017 Results <Consolidated>

(in billion yen)

	FY2016 Results (Apr.2016-Mar.2017) (A)	FY2017 Results (Apr.2017-Mar.2018) (B)	FY2018 Forecast (Apr.2018-Mar.2019) (C)
Net Sales	1,906.6	2,192.4	2,400.0
Operating Profit	5.1	98.2	110.0
<Margin>	< 0.3% >	< 4.5% >	< 4.6% >
Ordinary Profit	8.9	110.1	125.0
<Margin>	< 0.5% >	< 5.0% >	< 5.2% >
Net Income*	-198.5	107.6	110.0
<Margin>	< -10.4% >	< 4.9% >	< 4.6% >
Foreign Exchange	109 Yen/USD 119 Yen/EUR	111 Yen/USD 130 Yen/EUR	105 Yen/USD 130 Yen/EUR
Capital Expenditure ( Accrual basis )	58.1	99.9	135.0
Depreciation	46.2	52.0	60.0
R&D Expenses	89.0	102.5	122.0
Balance of Interest Bearing Debt	15.6	26.6	
Total Assets	1,484.4	1,655.3	
Wholesale Volume (in 000 units)	1,107	1,260	1,434
Domestic	181	225	236
Overseas	926	1,035	1,198
Production Volume (JAMA Base) (in 000 units)	1,079	1,270	

\*Net income attributable to owners of the Parent

Analysis of Operating Profit (YoY)	FY2017 Results (Apr.2017-Mar.2018)	FY2018 Forecast (Apr.2018-Mar.2019)
Volume/Mix change	+28.9	+55.0
Sales expenses	-23.9	-14.0
FX movement	+9.1	-31.0
Material / Manufacturing cost reduction	+42.8	+26.0
Others	+36.2	-24.2
(Total Change of YoY)	+93.1	+11.8