

Summary of FY2018 Third Quarter Results <Consolidated>

(in billion yen)

	FY2017 3rd Quarter Results (Apr.2017-Dec.2017) (A)	FY2018 3rd Quarter Results (Apr.2018-Dec.2018) (B)	FY2018 Forecast (Apr.2018-Mar.2019) (C)
Net Sales	1,518.1	1,794.1	2,400.0
Operating Profit	64.6	85.0	110.0
<Margin>	< 4.3% >	< 4.7% >	< 4.6% >
Ordinary Profit	81.1	92.4	125.0
<Margin>	< 5.3% >	< 5.2% >	< 5.2% >
Net Income*	70.1	69.2	110.0
<Margin>	< 4.6% >	< 3.9% >	< 4.6% >
Foreign Exchange	112 Yen/USD 129 Yen/EUR	111 Yen/USD 130 Yen/EUR	111 Yen/USD 128 Yen/EUR
Capital Expenditure (Accrual basis)	66.4	82.7	135.0
Depreciation	37.1	44.2	60.0
R&D Expenses	66.7	91.2	122.0
Balance of Interest Bearing Debt	33.1	213.1	
Automotive	33.1	37.0	
Financial	—	176.1	
Total Assets	1,557.2	1,878.1	
Wholesale Volume (in 000 units)	881	1,075	1,434
Domestic	158	185	236
Overseas	723	890	1,198
Production Volume (JAMA Base) (in 000 units)	892	1,076	

*Net income attributable to owners of the Parent

Analysis of Operating Profit (YoY)	FY2018 3rd Quarter Results (Apr.2018-Dec.2018)
Volume/Mix change	+47.5
Sales expenses	-2.4
FX movement	-29.2
Material / Manufacturing cost reduction	+17.8
Others	-13.3
(Total Change of YoY)	+20.4