

Summary of FY2018 Results <Consolidated>

(in billion yen)

	FY2017 Results (Apr.2017-Mar.2018) (A)	FY2018 Results (Apr.2018-Mar.2019) (B)	FY2019 Forecast (Apr.2019-Mar.2020) (C)
Net Sales	2,192.4	2,514.6	2,580.0
Operating Profit <Margin>	98.2 < 4.5% >	111.8 < 4.4% >	90.0 < 3.5% >
Ordinary Profit <Margin>	110.1 < 5.0% >	119.9 < 4.8% >	100.0 < 3.9% >
Net Income* <Margin>	107.6 < 4.9% >	132.9 < 5.3% >	65.0 < 2.5% >
Foreign Exchange	111 Yen/USD 130 Yen/EUR	111 Yen/USD 128 Yen/EUR	109 Yen/USD 123 Yen/EUR
Capital Expenditure (Accrual basis)	99.9	137.7	142.5
Depreciation	52.0	61.6	75.0
R&D Expenses	102.5	124.3	141.0
Balance of Interest Bearing Debt	26.6	228.7	
Automotive	26.6	31.9	
Financial	-	196.8	
Total Assets	1,646.2	2,010.3	
Wholesale Volume (in 000 units)	1,260	1,480	1,504
Domestic	225	251	313
Overseas	1,035	1,229	1,191
Production Volume (JAMA Base) (in 000 units)	1,270	1,441	

*Net income attributable to owners of the Parent

Analysis of Operating Profit (YoY)	FY2018 Results (Apr.2018-Mar.2019)	FY2019 Forecast (Apr.2019-Mar.2020)
Volume/Mix change	+58.0	+27.0
Sales expenses	-12.0	-6.0
FX movement	-39.5	-30.0
Material / Manufacturing cost reduction	+27.6	+7.0
Others	-20.5	-19.8
(Total Change of YoY)	+13.6	-21.8