

補足資料：Additional Information Material.

1. 連結主要数値の推移 Primary consolidated financial figures

(億円, JPY 100M)	FY17	FY18*				FY19				FY19 (Plan)	
	Full Year	1Q	2Q	1H	3Q	4Q	Full Year	1Q	2Q	1H	Full Year
売上高 Net Sales	21,924	5,600	6,093	11,693	6,248	7,205	25,146	5,362	5,918	11,280	24,500
Japan	3,494	902	1,030	1,932	1,063	1,292	4,287	1,120	1,221	2,341	5,300
North America	3,525	943	919	1,862	779	1,237	3,878	734	700	1,434	3,400
Europe	4,548	1,047	1,301	2,348	1,336	1,457	5,141	1,089	1,248	2,337	4,700
Asia	5,916	1,533	1,533	3,066	1,734	1,839	6,639	1,545	1,685	3,230	6,500
China and others	854	276	243	519	278	217	1,014	147	127	274	
ASEAN	5,062	1,257	1,290	2,547	1,456	1,622	5,625	1,398	1,558	2,956	
Others	4,441	1,175	1,310	2,485	1,336	1,380	5,201	874	1,064	1,938	4,600
営業利益 Operating Profit	982	281	288	569	281	268	1,118	39	63	102	300
(Margin)	4.5%	5.0%	4.7%	4.9%	4.5%	3.7%	4.4%	0.7%	1.1%	0.9%	1.2%
Japan	-141	-1	-14	-15	-3	59	41	-34	-3	-37	
North America	10	-27	17	-10	0	45	35	-51	-42	-93	
Europe	109	25	-6	19	-24	-38	-43	-24	-55	-79	
Asia	641	191	181	372	217	184	773	112	157	269	
China and others	161	48	31	79	34	18	131	-3	-3	-6	
ASEAN	480	143	150	293	183	166	642	115	160	275	
Others	363	93	110	203	91	18	312	36	6	42	
経常利益 Ordinary Profit	1,101	334	349	683	241	275	1,199	-14	26	12	200
(Margin)	5.0%	6.0%	5.7%	5.8%	3.9%	3.8%	4.8%	-0.3%	0.4%	0.1%	0.8%
親会社株主に帰属する当期純利益 Profit attributable to owners of parent	1,076	282	237	519	173	637	1,329	93	-67	26	50
(Margin)	4.9%	5.0%	3.9%	4.4%	2.8%	8.8%	5.3%	1.7%	-1.1%	0.2%	0.2%
売上レート (円)	USD	111	108	111	110	113	110	111	111	108	109
	EURO	130	130	129	130	130	126	128	123	120	122
	THB	3.38	3.42	3.35	3.38	3.45	3.48	3.42	3.46	3.50	3.48
ネット・キャッシュ・フロー Net Cash Flow	31						-695				
Operating	1,196						1,461				
Investing	-971						-1,449				
Financing	-232						-750				
現金の期末残高 Cash Balance*	5,590						4,895				
フリー・キャッシュ・フロー Free Cash Flow	225						12				

* 現金の期末残高は連結キャッシュ・フロー計算書の現金及び現金同等物の期末残高。

Cash balance refers to the end of period cash and cash equivalents balance on the consolidated statement of cash flows.

* 現金に係る換算差額、適用範囲変更増減を含む (億円)。

Contains a cash related translation adjustment (JPY 100M)

(FY18 : 43, FY17 : 38)

(億円, JPY 100M)	FY17	FY18			FY19		
	Mar. 18	Jun. 18	Sep. 18	Dec. 18	Mar. 19	Jun. 19	Sep. 19
総資産 Total Assets	16,553	18,085	18,423	18,781	20,103	19,096	19,278
負債 Liabilities	8,587	10,183	10,195	10,619	11,291	10,446	10,725
自己資本比率 Equity ratio (%)	47.2	43.3	44.2	43.0	43.4	44.8	43.9
純資産 Net Assets	7,966	7,902	8,228	8,162	8,812	8,650	8,553
発行済み普通株式数 (千株) Total number of issued shares (000shares)	1,490,282	1,490,282	1,490,282	1,490,282	1,490,282	1,490,282	1,490,282

2. 地域別の状況 Regional performance

主要国別卸売台数 Wholesale volume by major country

(千台 000 units)	FY17	FY18*				FY19				FY19 (Plan)	
	Full Year	1Q	2Q	1H	3Q	4Q	Full Year	1Q	2Q	1H	Full Year
Japan	225	55	60	115	70	66	251	69	67	136	283
Non-Mini	43	9	11	20	10	17	47	10	12	22	
Mini	56	13	15	28	15	16	59	15	13	28	
OEM	126	33	34	67	45	33	145	44	42	86	
North America	182	45	41	86	35	66	187	37	34	71	171
US	110	27	29	56	24	47	127	24	23	47	
OEM	22	3	1	4	3	4	11	4	2	6	
Europe	213	50	62	112	61	70	243	54	61	115	235
Russia	34	12	9	21	13	14	48	12	11	23	
OEM	14	1	2	3	0	2	5	3	1	4	
Asia	434	130	128	258	150	132	540	126	131	257	514
China and others	164	56	47	103	66	42	211	42	38	80	
China	134	47	41	88	57	34	179	34	33	67	
Taiwan	30	9	6	15	9	8	32	8	5	13	
ASEAN	270	74	81	155	84	90	329	84	93	177	
Thailand	75	24	18	42	25	22	89	21	23	44	
Indonesia	103	31	40	71	32	37	140	33	37	70	
Philippines	72	15	15	30	16	17	63	15	15	30	
OEM							3	5	4	9	
Others	206	56	67	123	65	71	259	43	56	99	228
Australia	85	22	22	44	21	25	90	18	19	37	
Brazil	24	5	8	13	6	6	25	4	6	10	
Grand Total	1,260	336	358	694	381	405	1,480	329	349	678	1,431

主要国別小売台数 Retail volume by major country

(千台 000 units)	FY17	FY18*				FY19				FY19 (Plan)	
	Full Year	1Q	2Q	1H	3Q	4Q	Full Year	1Q	2Q	1H	Full Year
Japan	98	21	27	48	21	36	105	23	29	52	115
Non-Mini	41	9	12	21	9	17	47	10	13	23	50
Mini	57	12	15	27	12	19	58	13	16	29	65
North America	155	45	38	83	35	55	173	42	36	78	174
US	110	32	26	58	24	42	124	29	25	54	125
Europe	193	55	57	112	56	68	236	58	54	112	238
Russia	30	10	11	21	14	11	46	9	9	18	42
Asia	432	110	124	234	124	122	480	117	115	232	506
China and others	157	41	41	82	41	39	162	42	39	81	173
China**	136	36	35	71	36	34	141	37	34	71	150
Taiwan	21	5	6	11	5	5	21	5	5	10	23
ASEAN	275	69	83	152	83	83	318	75	76	151	333
Thailand	74	20	21	41	23	24	88	21	22	43	91
Indonesia	104	31	40	71	35	34	140	29	29	58	133
Philippines	75	13	17	30	17	15	62	15	15	30	66
OEM							3	5	4	9	
Others	223	61	56	117	64	69	250	58	60	118	241
Australia	83	23	20	43	21	25	89	19	20	39	78
Brazil	23	6	5	11	6	6	25	6	6	11	22
Grand Total	1,101	292	302	594	300	350	1,244	298	294	592	1,274

* FY18よりアセアンと欧州の一部国を「その他」に地域区分を変更。

Changed the regional division of some countries in ASEAN and Europe from "ASEAN and Europe" to "Others" from FY2018.

** 中国の販売実績については、2019年度から小売販売台数の集計方法を変更しており、

2019年度に計上する小売台数については、2018年度以前に計上した台数が含まれている場合がある。

Regarding the retail sales volume in China market, we changed the retail counting method in April 2019.

With this change, a part of retail units that were recognized before FY18 might be counted again in FY19.

3. 主要な製作所別生産状況 Production volume by plant

(千台 000 units)		FY17		FY18				FY19					
		Full Year		1Q	2Q	1H	3Q	4Q	Full Year	1Q	2Q	1H	
Japan	Okazaki	248	60	61	121	58	55	234	43	50	93		
	Mizushima	242	67	75	142	93	74	309	84	79	163		
	PMC	74	19	19	38	23	24	85	13	16	29		
Overseas	MMTh (Thailand)	366	88	88	176	106	102	384	73	91	164		
	GMMC(China)	132	39	22	61	45	30	136	30	32	62		
	PCMA-Rus(Russia)	19	9	7	16	10	10	36	10	7	17		
	MMKJ (Indonesia)	54	29	44	73	44	50	167	42	57	99		
	MMPC (Philippines)	37	9	5	14	5	4	23	5	6	11		

最終組立地をベースにカウントしており、自工会の統計データとは異なる
Production volume indicates number of vehicles locally produced based on MMC's counting method. (Different from JAMA.)

4. 連結減価償却費・設備投資 Consolidated depreciation & capital expenditure

(億円 JPY 100M)		FY17		FY18				FY19				FY19 (Plan)	
		Full Year		1Q	2Q	1H	3Q	4Q	Full Year	1Q	2Q	1H	Full Year
減価償却費 Depreciation		520	130	131	261	181	174	616	169	189	358	750	
設備投資* Capital expenditure*		999	342	212	554	273	550	1,377	195	220	415	1,300	

* 計上ベース Accrual basis.

5. 研究開発費 R&D expenses

(億円 JPY 100M)		FY17		FY18				FY19				FY19 (Plan)	
		Full Year		1Q	2Q	1H	3Q	4Q	Full Year	1Q	2Q	1H	Full Year
研究開発費 R&D expenses		1,025	266	294	560	352	331	1,243	305	340	645	1,410	

連結ベース Consolidated basis.

6. 子会社数・関連会社数 Number of subsidiaries and associates

	FY17		FY18			FY19		
	Mar. 18	Jun. 18	Sep. 18	Dec. 18	Mar. 19	Jun. 19	Sep. 19	
連結子会社 Consolidated subsidiaries	34	35	35	35	36	35	35	
持分法適用会社 Equity-method associates	21	20	20	20	20	20	20	

7. 有利子負債の状況 Interest bearing debt

(億円 JPY 100M)		FY17		FY18			FY19		
		Mar. 18	Jun. 18	Sep. 18	Dec. 18	Mar. 19	Jun. 19	Sep. 19	
MMC 単独 Non-consolidated		0	0	0	0	0	16	18	
MMC Group		300	2,840	2,952	3,147	3,151	3,519	3,426	
連結調整 Consolidation Adjustment		-34	-649	-824	-1,016	-864	-922	-695	
Grand Total		266	2,191	2,128	2,131	2,287	2,613	2,749	

FY19よりリース債務を含む。Including lease obligations from FY2019.

8. 主な経営指標 Management Index

(円 JPY)		FY17		FY18				FY19				FY19 (Plan)	
		Full Year		1Q	2Q	1H	3Q	4Q	Full Year	1Q	2Q	1H	Full Year
総資産経常利益率 (ROA)		7.0%							6.6%				
自己資本当期純利益率 (ROE)		14.6%							16.1%				
1株当たり当期純利益 (EPS)		72.23			34.83				89.26			1.75	3.36
普通配当 Ordinary dividend		17.0			10.0				20.0			10.0	20.0
特別配当 Extraordinary dividend		-			-				-			-	-

総資産経常利益率(ROA) = (経常利益 / 総資産 (当・前年度末の平均値)) * 100

Ratio of ordinary profit to total assets (ROA) = (Ordinary profit / Total assets (Average of year end and beginning)) * 100

自己資本当期純利益率(ROE) = (当期利益 / 自己資本 (当・前年度末の平均値)) * 100

Return on equity (ROE) = (Profit attributable to owners of parent / Shareholders' Equity (Average of year end and beginning)) * 100

1株当たり当期純利益(EPS) = 当期利益 / 期中平均株式数

Basic earnings per share (EPS) = Profit attributable to owners of parent / Average number of shares during the period

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