

FY2018 2Q Financial Results ended Sep 30, 2017

HIGH-LIGHT

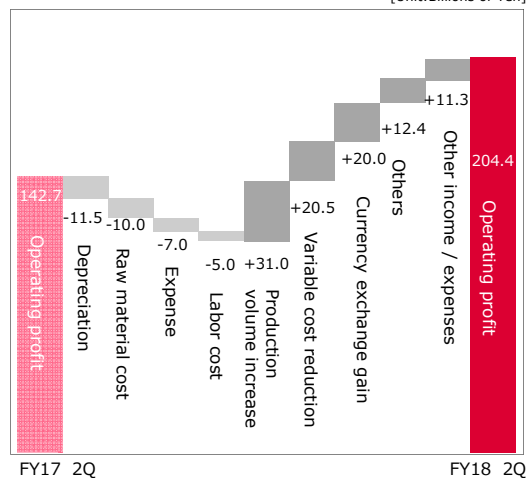
- Revenue increased due to an increase in vehicle production, as well as sales expansion. Operating profit also saw an increase due to the production volume increase and company cost reduction efforts.
- Full-year financial result forecasts has been revised up after considering first-half financial results, and the latest movement in the foreign exchange markets.
- Annual dividend payment will be 130 yen per one stock, a 5 yen increase from the previous forecast on each of interim and fiscal year-end payment.

1. Consolidated Financial Results (IFRS)

| | FY2018 2Q | | FY2017 2Q | | Change | | (Ratio to Revenue) | | | | | |
|---|-----------|----------------|-----------|----------------|--------|---------|--------------------|-----------------|-----------------------|-----------------|------------------------|---------|
| | | | | | Amount | | Percent | | Forecast as of Jul.28 | | Forecast as of Oct. 31 | |
| | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent | Amount | Percent |
| Revenue | (100.0) | 2,363.5 | (100.0) | 2,176.9 | 186.6 | 8.6 | (100.0) | 4,740.0 | (100.0) | 5,000.0 | 260.0 | 5.5 |
| Operating profit (excludes other income/other expenses) | (8.0) | 189.3 | (6.4) | 138.9 | 50.4 | 36.3 | (7.2) | 341.0 | (7.5) | 373.0 | 32.0 | 9.4 |
| Operating profit | (8.7) | 204.4 | (6.6) | 142.7 | 61.7 | 43.3 | (7.4) | 353.0 | (7.8) | 390.0 | 37.0 | 10.5 |
| Profit before income taxes | (9.6) | 226.8 | (6.9) | 150.6 | 76.2 | 50.6 | (8.2) | 388.0 | (8.6) | 430.0 | 42.0 | 10.8 |
| Profit for the period (※) | (6.5) | 154.2 | (4.5) | 97.5 | 56.7 | 58.2 | (5.9) | 280.0 | (6.0) | 300.0 | 20.0 | 7.1 |
| Foreign Exchange Rate (US\$) | | 111 Yen | | 105 Yen | | | | 110 Yen | | 111 Yen | | |
| Foreign Exchange Rate (Euro) | | 126 Yen | | 118 Yen | | | | 121 Yen | | 126 Yen | | |
| Domestic Car Production | | 4.52 Mil units | | 4.30 Mil units | | | | 9.42 Mil units | | 9.39 Mil units | | |
| Overseas Car Production of Japanese Manufacturers | | 9.84 Mil units | | 9.68 Mil units | | | | 20.06 Mil units | | 19.99 Mil units | | |

Profit attributable to owners of the parent company

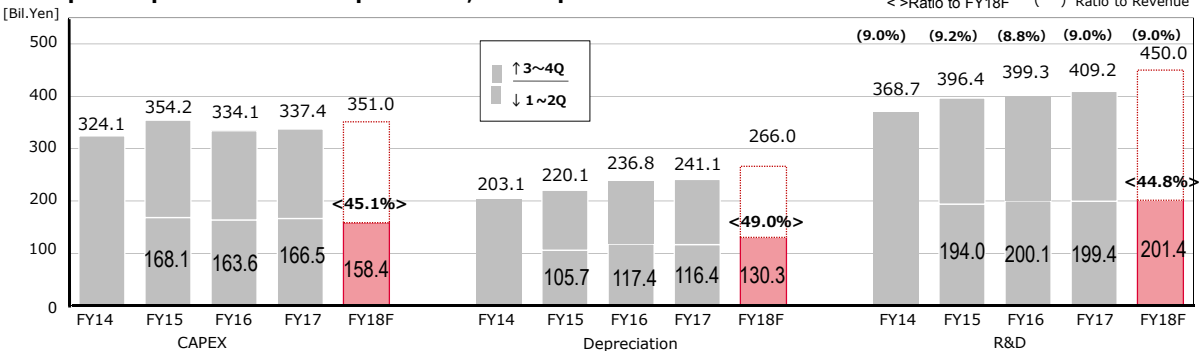
2. Changes in Operating Profit (FY17 2Q - FY18 2Q)



3. Geographic Segments By Company Location

| Revenue | FY2018 2Q | | FY2017 2Q | | Change | | Local Currency | FY2018 Forecast |
|-------------------------|----------------|-------------|----------------|-------------|--------------|--------------|----------------|-----------------|
| | Margin | Margin | Margin | Margin | Margin | Margin | | |
| Japan | 1,406.9 | - | 1,292.3 | - | 8.9% | 8.9% | 3,010.0 | |
| North America | 548.1 | - | 516.6 | - | 6.1% | 0.7% | 1,140.0 | |
| Europe | 309.9 | - | 280.2 | - | 10.6% | 4.6% | 640.0 | |
| Asia | 619.2 | - | 539.3 | - | 14.8% | 9.3% | 1,270.0 | |
| Others | 40.4 | - | 30.5 | - | 32.7% | 22.2% | 70.0 | |
| Eliminations | -561.1 | - | -482.0 | - | - | - | -1,130.0 | |
| Revenue | 2,363.5 | - | 2,176.9 | - | 8.6% | 5.2% | 5,000.0 | |
| Japan | 105.5 | 7.5% | 52.6 | 4.1% | 100.7% | 100.7% | 193.0 | |
| North America | 20.8 | 3.8% | 29.5 | 5.7% | -29.5% | -32.4% | 46.0 | |
| Europe | 8.9 | 2.9% | 9.3 | 3.3% | -5.1% | -7.5% | 21.0 | |
| Asia | 62.8 | 10.1% | 46.1 | 8.6% | 36.3% | 30.5% | 122.5 | |
| Others | 7.1 | 17.5% | 1.7 | 5.7% | 308.8% | 273.3% | 11.0 | |
| Eliminations | -0.6 | - | 3.4 | - | - | - | -3.5 | |
| Operating Profit | 204.4 | 8.7% | 142.7 | 6.6% | 43.3% | 40.8% | 390.0 | |

4. Capital Expenditures and Depreciation, R&D Expenditures



5. Non-Consolidated Financial Results (Japanese accounting standards)

| Account | FY2018 2Q | | FY2017 2Q | | Change | |
|----------------------------|-----------|---------|-----------|---------|--------|---------|
| | | | | | Amount | |
| | Amount | Percent | Amount | Percent | Amount | Percent |
| Net Sales | (100.0) | 1,268.4 | (100.0) | 1,190.0 | 78.4 | 6.6 |
| Operating Income | (4.1) | 51.4 | (1.4) | 17.2 | 34.3 | 199.6 |
| Income Before Income Taxes | (9.1) | 115.8 | (6.6) | 78.3 | 37.6 | 48.0 |
| Net Income | (7.6) | 95.9 | (5.7) | 68.2 | 27.7 | 40.6 |

Reference

